A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

October 6, 1969

turnkey in SE Asia:

Complete furniture plants score success in Bangkok

International Trade Winds

Company News

COMPUTERS—Honeywell Electronic Data Processing, Wellesley, Mass., has installed one of its advanced general purpose business computers in Australia's Department of Defense computer center in Canberra. Valued at $1.3 million, it is the first such model to be delivered to an international customer. The new computer's main function will be to provide greater support capacity for the eight other Honeywell computers now used by the Defense Department and the three armed services.

METALS—American Metal Climax, Inc., (AMAX), New York, and the Societe Miniere et Metallurgique de Penarroya S.A. of France announced preliminary agreements to develop nickel deposits in New Caledonia. The two firms have signed agreements to acquire the property, establish mining operations, develop new processes of nickel extraction and provide financing for the project. Construction is scheduled to begin in 1973 and initial production, set for 1975, should reach about 100 million pounds yearly of nickel plus by-product cobalt. AMAX has also signed an agreement to undertake a study for the exploitation of the Yorke-Hardy molybdenum deposits in British Columbia, Canada, and announced the signing of an option to purchase the Port Nickel refinery at Braithwaite, La., 20 miles south of New Orleans, from the Cuban American Nickel Co. AMAX is a diversified natural resources and minerals development firm that mines and markets metals and minerals.

CONSTRUCTION—TECHNIP, New York, was awarded a contract for engineering and constructing a 60,000 B/D crude oil refinery by the Indian Oil Corp. The new facility, for which Engineers India, Ltd. will have partial responsibility for process studies, will be located at Haldia in West Bengal and will make use of processes developed jointly by the Indian Petroleum Institute and l'Institut Francais du Petrole in Rueil-Malmaison, France. The refinery is scheduled to begin operations by mid-1972. TECHNIP has engineered and constructed more than 140 refining units, natural gas installations and petrochemical plants around the world.

Newsletter

A direct mail campaign that brought in a high percentage of trade visitors was a part of the midsummer Graphic Arts Equipment show at the Tokyo U.S. Trade Center. The 30 exhibitors have reported $269,000 in floor sales, and 12-month sales projections of $3,106,000. Of the 2,585 registered visitors, 82% acknowledged that they were brought in by direct mail pieces.

Commerce's fall trade show program got off to a good start in late September at the U.S. Pavilion at the Essen, Germany, Welding Fair when the 23 participants reported more than $100,000 in floor sales during the first three days. Three agents were appointed and 40 other candidates were selected for further discussions.

The Smaller Business Association of New England has a 15-day European business travel program going right now for a group of its members. They are meeting potential buyers and representatives individually in London, Amsterdam, Copenhagen, Berlin, Moscow and Leningrad from Sept. 27 to Oct. 11. The itinerary includes the London stock exchange, a diamond-cutting factory in Amsterdam, a dairy in Copenhagen and a handicrafts center in Zagorsk.

State trade directories for international business? Of course. But did you know that two counties have their own presentation for traders overseas? The International Trade Directory for Nassau and Suffolk Counties is now in its second edition. This Long Island reference publication gets its exposure around the world through the network of commercial libraries at U.S. Embassies and Consulates abroad, which are brought to the attention of local business communities by U.S. Commercial Officers. The World Trade Club of Long Island, a part of the Long Island Association of Commerce and Industry, publishes the directory.

Meet me in St. Loo-"E", and two "E" for Export Excellence award winners did. A shipment that was, in a sense, St. Louis' first direct export brought together the "E" award-winning Lincoln-St. Louis Division of the McNeil Corp. and Sea-Land Service. The shipment in a standard container was sealed and locked following customs inspection. The Bureau of Customs and Commerce Department's St. Louis Field Office chose the shipment to inaugurate St. Louis' new designation as an official Customs surface port city. Sea-Land took the Lincoln-St. Louis container to a Netherlands destination.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Thailand's Prime Minister, Field Marshal Thanom Kittikachorn, inspects a woodworking machine at the Furniture Manufacturing Packaged Plant Exhibition Aug. 19-29 in Bangkok. Three complete plants were sold during the show and seven more are being negotiated. This show marked the first Commerce-sponsored commercial exhibition featuring a complete operating plant rather than merely a grouping of related machines. See story on page 14.

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Commerce offers new service to firms whose international dealings involve several agencies

International Business Assistance unit will provide aid to businessmen with a specific international trade problem

Secretary of Commerce Maurice H. Stans has offered the Department as Washington service headquarters for U.S. businessmen whose international activities may involve several U.S. government agencies.

"Starting immediately, the United States Department of Commerce is activating an International Business Assistance Service (IBAS) to provide government-wide assistance to businessmen with a specific international trade problem," Secretary Stans announced.

"By helping U.S. business men on a case-by-case basis we hope to speed the solution of problems faced by our companies in international trade, and to encourage a closer relationship between Government and business.

"Often, an international business transaction may require dealings with several official or quasi-official agencies of government.

"The problem, for example, may involve the Department of State, the Department of Defense, the Treasury, the Export-Import Bank, as well as the Department of Commerce, and one or more foreign governments. Our role will be to coordinate and expedite, working with the businessman and the agencies concerned," the Secretary said.

The International Business Assistance Service will operate under the Office of Commercial and Financial Policy, directed by Robert L. Hirshberg, in the Department's Bureau of International Commerce (BIC).

For multi-national companies, exporters, contractors, and others who find they may require the specialized attention of the new International Business Assistance Service, the Office has outlined the following procedure:

Businessmen should present their problems, in as much detail as possible, to the Department's Export Counseling Service in the Office of International Trade Promotion of BIC. The Service will review each problem carefully to determine whether IBAS can be helpful. In many instances, the Export Counseling staff can provide the needed assistance.

In those cases where the Export Counseling Service determines that an immediate and significant business opportunity exists which might be furthered by a coordinated interagency effort, the matter will be referred to IBAS. In this event IBAS will assign a Project Manager to afford such coordination and to be responsible for bringing the case to a satisfactory conclusion.

Contact: Export Counseling Service, Office of International Trade Promotion, Bureau of International Commerce—930, U.S. Department of Commerce, Washington, D.C. 20230. Tel. 202-967-3181.

Brazil's promise and challenge to be topic of AMA seminar

U.S. businessmen will get a three-day briefing on the challenges and opportunities of the Brazilian market at an American Management Association orientation seminar in New York Oct. 15-17. The eleven-speaker event will include representatives of seven U.S. firms operating in Brazil, three American businessmen currently stationed in Brazil, and the New York branch manager of the Banco do Brasil.

Germany acts on deutschemark

In a surprise move, the outgoing German Government requested the German Central Bank (Bundesbank) to cease intervening in the monetary market to maintain the official parity of the deutschemark at four to the dollar. Instead, the value of the mark will float freely in the international money markets where its price will be determined by supply and demand. The order became effective on Sept. 30 when the German foreign money exchanges reopened after being closed for several days because of the heavy influx of speculative foreign capital expecting a revaluation following the Sept. 28 parliamentary elections. In the first few hours of trading the mark was trading at 4-5% above its official parity rate.

In announcing the move, the Government emphasized that this was a temporary measure in response to an extraordinary situation. The Government spokesman did not indicate how long the measure would remain in effect or at what point the Central Bank would attempt to stabilize the value of the mark. As happened on the first day of trading, the Central Bank will intervene in the market from time to time to prevent unruly fluctuations in the price.

In related actions the Cabinet also requested the Central Bank to raise minimum reserve requirements even higher to discourage further foreign speculation. It also promised to institute compensatory measures at the border to neutralize the effect of monetary fluctuations on German agriculture.

The German initiative was taken, according to the spokesman, to relieve pressures on other currencies and discourage further speculation on an official revaluation of the deutschemark. The Government anticipates an early outflow of speculative funds under the new measure.

Since last November, Germany, which has built up huge trade surpluses over the past three years, has been under heavy international pressure to revalue the mark to a more realistic level. A series of measures, among them a change in the border tax system which granted bonuses on imports and taxed German exports, adopted over the past year have not succeeded in appreciably reducing the trade surplus. The continuing economic boom, rising consumer demand, an unabated trade surplus, and recent substantial wage raises in key German industries are contributory factors which prompted this unprecedented action by the German Government.

ACROSS THE CONFERENCE TABLE AT THE DEPARTMENT OF COMMERCE in series of textile meetings were delegations from the United States and Japan. Deputy Assistant Secretary of Commerce Stanley Nehmer (second from left at table) was the chairman of the U.S. delegation. Shukuro Takahashi, Director of the Textile and General Merchandise Bureau of the Ministry of International Trade and Industry (second from right), headed the Japanese team.

Stans reiterates U.S. resolve to find solution with Japanese to problem of textile imports

Statement after September meetings in Washington points to need for early action on matter shaping all trade relations

Secretary of Commerce Maurice H. Stans declared that the United States hopes to reach an agreement with Japan to regulate the influx of textile imports into this country before President Nixon meets with Prime Minister Sato of Japan in Washington in November.

The Commerce Secretary said the "tidal wave of textiles from Japan to the United States" created a highly serious problem which colors the atmosphere between the two countries. The matter of textiles overhangs every other issue in U.S.-Japanese relationships, Stans said.

"Resolution of the textile problem by a mutual agreement between the United States and Japan would go a long way toward improving relations between the two countries." But in answer to a question put to him in an interview with the Tokyo News and the Kyodo News Service, he said the U.S. has "no direct intention of trading the textile issue against any other issue, or to resolve it as part of the Okinawa matter."

Secretary Stans said the U.S. is prepared to begin negotiations on the textile issue at any time. He expressed the hope the Japanese government will agree to meet with the U.S. in Washington, Tokyo, Geneva or anywhere else in the world "to consider the means of developing a satisfactory solution that will provide reasonable security to the American industry without doing any harm to the Japanese industry."

The Secretary has made two trips to Japan this year to discuss the textile question and Japanese restrictions against American imports and investments.

"There is no doubt that unless the Japanese show a willingness to curb textile exports to the United States, the Congress of the United States will take action to do so," he warned.

"Furthermore, it is unlikely that there will be any favorable action on the President's new trade proposals which would be designed to eliminate trade barriers unless the textile matter is resolved."

The United States is expected to run a trade deficit with Japan this year in excess of last year's $1.1 billion. Textile imports account for almost $500 million of U.S. imports from Japan and have increased markedly in 1969.

Secretary Stans said "it is extremely important that the Japanese government understand the political, economic and social considerations that are involved" in the textile issues in the U.S. Its resolution would permit the two countries "to move forward progressively and effectively on a number of other fronts," he told the Japanese correspondents.

The Commerce Secretary said the September meeting of a Japanese government textile mission with U.S. government officials was generally inadequate for three reasons:

"First, the Japanese government rep-

resentatives refused to discuss our ideas for a solution of the textile problem at this time.

"Second, the Japanese refused to give the American textile industry an opportunity for a full-scale presentation of the problem from their point of view." The Secretary said when he was in Japan he offered to meet with representatives of the Japanese textile industry at any time.

"Third, the Japanese representatives refused to give our labor organizations in the textile industry an opportunity for a full-scale discussion of the subject.

"And finally, they refused to meet with more than one member of the United States Congress."

He said the United States has offered to negotiate a voluntary agreement with the Japanese which will permit "continued growth of the Japanese textile exports to the United States," but the Japanese representatives "were unwilling to discuss it with us."

With regard to the nature of the agreement the U.S. is seeking with Japan, Secretary Stans made it clear the proposal was for a comprehensive bilateral agreement. As to the possibility of a selective type of agreement which would have limited coverage, he said this approach "has already been ruled out by the President as a means of solution. We do not think that selecting a few items would in any sense result in restraining the overall volume of imports to this country which . . . amount to a tidal wave in terms of its effect upon our markets."

Leaders in sessions

The mid-September textile meetings were conducted by a U.S. delegation headed jointly by Assistant Secretary of of State Philip H. Trezise and Deputy Assistant Secretary of Commerce Stanley Nehmer and a Japanese Delegation led by Shukuro Takahashi, Director of the Textile and General Merchandise Bureau of the Ministry of International Trade and Industry.

On the eve of the discussions, Nehmer underscored the Administration's deep interest in finding a solution to the textile import problem, in an address to the Northern Textile Association.

Only 17 days after the new Administration took office, Nehmer recounted, President Nixon in a news conference, referred to the textile situation as a "special problem" and reported that "exploratory discussions have taken place and will be taking place with the major countries involved to see if we can handle this on a volunteer basis rather than having to go to legislation which would impose quotas and, I think would turn the clock back in our objective of trying to achieve freer trade."

When President Nixon traveled to Europe last February, Nehmer further related, he discussed the problem of textile imports in all the countries involved. He reported that he favored "freer trade rather than restrictions on trade, but that it would be very difficult to resist . . . (legislative quotas) . . . in the event that some action were not taken to deal with the problem."

Then, Nehmer continued, the President sent Secretary Stans to Europe in April and to the Far East in May to discuss a wide range of trade problems abroad, including the textile problem. The need for finding an international solution to this problem was emphasized wherever the Secretary went.

In May, Nehmer noted, came President Nixon's statement to the National Association of Wool Manufacturers: "This Administration is aware of the erosion of the strength of (the textile) industry caused by disruptive imports. We are committed to find an international solution to this problem. That commitment is reaffirmed. I have delegated to Secretary of Commerce Maurice H. Stans the responsibility for negotiating an international agreement which will bring textile and apparel imports under reasonable control."

This attention continued in June when the President wrote to the American Apparel Manufacturers Association: "Let me reiterate this Administration's commitment to work for solutions that will bring about the orderly flow of imports into the textile market."

Nehmer also quoted Rep. Wilbur Mills of Arkansas, in a speech on the textile import problem, as saying: "Our need is so great, our objective so reasonable, our resolve so determined, I know we will find a solution to the textile import problem. I hope it will be a negotiated solution, and not one unilaterally reached by Congress, but if any of our trading partners think that we lack the will, the wisdom, and the know-how to pass a unilateral arrangement here in the Congress, they are sadly mistaken. I hope it will not come to that, but I am saying to them that if they do not show more disposition to negotiate with our people who are now in Japan and who have been to the other countries, there is no resort left to the Congress."

Nehmer concluded his review of Administration statements by noting that "There has never been more high level attention to this problem, more ably handled, than there is today."

Hoglund to receive 1969 Dollar Award

Retiring head of National Foreign Trade Council is 32nd recipient

Elis S. Hoglund, a director and past-chairman of the National Foreign Trade Council, will receive the 1969 Captain Robert Dollar Memorial Award for his distinguished contribution to the advancement of American foreign trade.

HOGLUND

The award will be presented to Mr. Hoglund on Nov. 19 at the World Trade Dinner of the annual National Foreign Trade Convention.

Hoglund is the 32nd trade leader to receive the award, which was established in 1937 by the Dollar family of San Francisco in memory of Captain Robert Dollar, U.S. shipping and trade pioneer.

The award recognizes Hoglund's long and distinguished career in international business, both as an executive of General Motors Corp. until 1963 and then as chairman of the National Foreign Trade Council.

Born in Chicago, Hoglund, 71, holds a degree in business from the University of Chicago. He is a member of the Alumni Council of the Graduate School of Business at the University of Chicago, and the Council on Foreign Relations.

Swaziland joins IMF, World Bank, IFC, IDA

Swaziland has become a member of the International Monetary Fund, the International Bank for Reconstruction and Development (World Bank), the International Finance Corporation (IFC) and the International Development Assn. (IDA).

Swaziland's quota in the Fund is $6 million; its subscription to the capital stock of the International Bank is 64 shares with a total par value of $6.4 million; its subscription to the capital stock of IFC is $35,000; and its subscription to IDA is $320,000.

Membership in the four organizations and the total subscribed funds of the four organizations are now: IMF, 112 members, $21,242 million; World Bank, 111 members, $23,042.8 million; IFC, 92 members, $106.6 million; IDA, 103 members, $1,013 million.

GATHERED AROUND THE "E" FLAG at the award ceremonies in Houston are Charles Ingram, vice-president of sales for Lynes, Inc.; Edward T. Fecteau, Jr., Director of the U.S. Department of Commerce Field Office in Houston; George M. Krohn, Chief, International Division of the Houston Field Office; George Canfield, president of Lynes; Robert Leary, manager of Lynes' international division; and George Conover, executive vice president of Lynes. The presentation of the award for export expansion was made at Lynes' home office.

Lynes receives Presidential 'E' award for growing export, subsidiary activity

Foreign language ads, travel, trade fair exhibits, sales incentives provide groundwork for Texas firm's overseas marketing program

Almost doubling exports while developing an income from its wholly owned Canadian subsidiary qualified Lynes, Inc., Houston, Tex., as a recipient of the Presidential "E" award for excellence in exporting. The certificate was presented in a ceremony Sept. 10 at the firm's headquarters.

Foreign language advertising, extensive travel, trade fair participation, sales incentives and market research were corner stones of Lynes' international marketing program. Lynes manufactures inflatable packer tools, pressure and temperature sentrys and inflatable specialty tools for the oil industry.

In 1964 Lynes made its first active step in exporting to compensate for a fluctuating domestic market for its products and to increase its potential growth. From the time of the firm's organization in 1942, export business had been unsolicited and consisted of an occasional spot sale. Export sales averaged approximately $45,000 for many years.

After a period in which Lynes used the services of an export representative, the firm created an export department within its own framework with a sales engineer who was responsible for conveying technical information, quotations, closing sales and expediting export shipments.

To promote its export activities, Lynes advertised in trade publications aimed at foreign markets, including foreign language publications. One of the campaigns considered successful was featured in the trade journal *World Oil*. Lynes offered a yearly magazine subscription free with a copy of their catalog.

During the first three years of the export department's existence, 15 trips to 27 nations were made. Additional promotional efforts were made through participation in international trade fairs such as the International Oil Round-up in Hanover, Germany and the International Petroleum Congress in Mexico City. Lynes is continuing its trade fair participation by exhibiting in European shows.

Foreign sales distributorships have now been established in Canada, Mexico, Argentina, Brazil, Trinidad, United Kingdom, the Netherlands, West Germany, Turkey and India.

For several years Lynes owned a one-third interest in Lynes United Services Ltd., Edmonton, Alberta, Canada. In September 1967, Lynes acquired the remaining outstanding stock, making the firm its first wholly-owned foreign subsidiary.

Due to special manufacturing processes for Lynes' equipment, all components for the tools are manufactured in Houston, eliminating much of the operating overhead and making available a larger portion of the price mark-up for commissions and/or resale discounts. The commission and resale allowances became an incentive for many sales and service companies based overseas; these firms would purchase Lynes' tools, reselling them and making a profit.

When shipments are filled, service and maintenance instructions are included. Also, when the sales engineer is visiting a country, he makes frequent visits to old customers and conducts demonstrations and gives service assistance.

Officials at Lynes credit the Commerce Department's Houston Field Office as its best single source for export information and assistance.

AMA studies compensation programs offered abroad

The American Management Association is recommending team attendance for a seminar on "Compensation Abroad—An Integrated Compensation Program for Overseas Employees: Salaries, Allowances, Pensions and Benefits," to be held at the Barbizon-Plaza Hotel, New York City, Oct. 27-29.

Speakers experienced in this complex area will help those attending to plan a program based on up-to-the-minute information on salary disclosure laws, buying power in countries with recently altered currencies, "split" compensation for expatriates, and living cost differentials.

Contact: American Management Association, Inc., The American Management Association Bldg., 135 West 50th St., New York, N.Y. 10020.

Estimates of '69 outlays by U.S. foreign affiliates revised upward; even bigger rise expected in '70

Substantial jump of 12% likely after 1968's record low of 1%; 1970 expenditures may approach 20% increase level of 1964-66

Capital spending abroad by foreign affiliates of U.S. corporations is expected to increase 12% in 1969—up substantially from earlier projections for this year—and an additional 18% in 1970, according to the Commerce Department's Office of Business Economics.

Last year, foreign plant and equipment outlays, at $9.3 billion, were only 1% above 1967 and were below earlier estimates. That was the smallest year-to-year advance since the boom in these expenditures began a decade ago.

If present plans for next year materialize, the rise in plant and equipment spending will again approach the 20% average annual increase during the years 1964-66. The expected recovery this year and next, like the overall slowdown in 1968, is closely related to manufacturing investments, especially in Western Europe and Canada.

These data are based on reports received in June and July of this year from about 500 major U.S. corporations with foreign affiliates. The sample results are adjusted to reflect all foreign plant and equipment expenditures by foreign affiliates of U.S. corporations.

Industry patterns

With the exception of chemicals, the major manufacturing industries expect to step up capital spending considerably in 1969 and 1970 after cutbacks last year. The most dramatic of these shifts is by transportation equipment producers, whose expenditures dropped 22% last year, and who now plan to increase outlays more than 20% in 1969 and an additional 26% in 1970. The machinery industry, after an 8% decline last year, is also planning a substantial expansion this year and next, much of it related to the introduction of more advanced computers and office equipment in Western Europe.

In contrast, chemical industry affiliates maintained the same level of spending last year as in 1967 and now anticipate a cutback of about 17% in 1969. This year's decline is due partially to the near-completion of several large projects. However, present plans for a sizable expansion in 1970, almost all of it in Western Europe, would raise next year's outlays by the chemical industry some 13% over 1969.

In the non-manufacturing area sector, U.S.-owned affiliates in the petroleum industry reported relatively large growth in expenditures over the three-year period covered by the survey. Following an increase of 10% in 1968, these affiliates are projecting additional gains of 17% in 1969 and 15% in 1970. A substantial portion of the expansion in all three years reflects actual and planned additions to tanker fleets.

Outlays in the mining and smelting industry are expected to rise more than 12% in 1969 after a similar advance in 1968. But estimates for 1970 indicate that further expansion will be held to only 2%. The projected slowdown, like the increases, is concentrated in Latin America and may reflect growing uncertainty among major U.S. investors in the wake of recent political developments in Peru and Chile.

Affiliates in all other industries combined, predominantly in trade, expect a 24% increase in 1969, following a small rise last year. An additional 16% increase is scheduled for next year.

Geographic patterns

Sharp reductions in Western Europe's manufacturing and petroleum brought plant and equipment expenditures there down almost 15% in 1968, a considerably sharper drop than had been anticipated. However, the decline is expected to be reversed this year, with manufacturing topping gains in all industry divisions. An even stronger surge in manufacturing investment is looked for in 1970, with outlays in Western Europe projected to rise 24%, slightly higher than the increases of 1965 and 1966. Although plant and equipment expenditures in Western Europe accounted for only 33% of the global total in 1968, current plans would bring that share up next year to the 39% level that prevailed in 1967.

Canadian affiliates reduced capital outlays 5% in 1968, about matching the 1967 decrease. But as in Europe, stepped-up spending by manufacturing affiliates is expected to raise total outlays this year. Advances in all major industry divisions should produce a further overall rise of about 14% for 1970.

In Latin America, intensified exploration and development in the extractive industries raised total capital expenditures 30% in 1968. An additional 26% increase is scheduled for the current year; but the rapid growth of capital investment in Latin America, in progress since 1967, is not expected to be maintained in 1970.

In all other regions combined, where a large share of U.S. investment is in petroleum, expenditures rose 16% in 1968. Further rises of 12% and 23% are expected this year and next.

Although the 1968 decline in spending in Western Europe occurred in the same year that mandatory controls on direct investment were imposed by the U.S. Office of Foreign Direct Investment (OFDI), the two events are not necessarily closely related. The main aim of the controls program has been to reduce capital outflows from the United States by increasing reliance on funds raised abroad to finance the affiliates' expenditures.

Changes in basic economic conditions very possibly played the major role in last year's reduction in outlays in Western Europe. Industrial production in that area showed little growth from about mid-1966 to mid-1967. Assuming a time lag between changes in economic conditions and changes in investment outlays, this period of relatively little growth may have been the time when the basic decisions to cut back expenditures in 1968 were made by U.S. direct investors.

Similarly, the accelerated increase in economic activity in most major Western European countries that began in 1968 probably played a significant role in the formulation of basic investment plans that are expected to result in increased capital expenditures there in 1969 and 1970.

Additional detail on expenditures by U.S. affiliates overseas will be included in the September issue of the *Survey of Current Business*, the monthly publication of the Office of Business Economics.

The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $9, including weekly supplements; single copy, $1.

Alabama sends fifth export trade mission to South America

This year's group will seek markets for many products

An Alabama State Industries trade mission is scheduled to seek markets in South America Oct. 6-25.

The group begins its tour in Bogota, and, after stops in Buenos Aires and Sao Paulo, will conclude its itinerary in Caracas. Some members—while in Brazil—will visit Curitiba, Porto Alegre, and Rio de Janeiro for special appointments.

Alabama is one of the leaders among States that have organized missions to spur sales abroad, as this is its fifth under the Commerce Department's industry-organized Government-approved trade missions program. Director of this year's mission is Julian W. Smith, general sales manager of the Alabama State Docks Department, Mobile.

The first mission from Alabama, in 1965, visited Central and South America, and the Caribbean. The second, in 1966, spurred sales in Europe. The third went to the Far East in the fall of 1967.

The fourth, in Europe last fall, sold $10,000 worth of goods and estimated expected further sales at $150,000.

Seven of the present mission members, in addition to the director, are on the Regional Export Expansion Council (REEC)—as indicated in the mission list below. Participants in the current export promotion effort, the organization or firm represented by each, and product interests, are:

Jack Atkinson, Jefferson Foundry Co., Birmingham, steel mill ingot molds; Norbert Chabannes, Research & Development Co., Tuscaloosa, paper converting equipment, printing machinery; R. T. Dorsey, Continental Moss/Gordin, Prattville, cotton ginning machinery, textile machinery, grain drying equipment; Cecil Hackney, Hackney Manufacturing Corp., Birmingham, galvanized woven steel fencing;

Larry Harless, Gilbert Imported Hardwoods, Mobile; James V. Hawkins, Continental Conveyor, Winfield, bulk material handling equipment, office equipment, furniture, REEC; Holt Leach, Leach Manufacturing Co., Gadsden, custom designed and engineered livestock feed mills and bulk feed storage tanks, REEC; Ike McAlpin, Jefferson Foundry Co., Birmingham, steel mill ingot molds; Andrew Nolin, Jr., Nolin Manufacturing Co., Montgomery, cold display cases, walk-in coolers and checkout counters for supermarkets, REEC;

James W. Oliphant, Jr., Foreign Department, Merchants National Bank of Mobile, REEC; John Posey, mobile home builder, Haleyville; M. B. Rambeau, Trade Development Department, Mobile Area Chamber of Commerce, REEC; Floyd T. Read, Read Steel Products, Inc., Birmingham, grain storage equipment, REEC; Lee Seifert, International Department, First National Bank, Mobile, REEC.

Panel to advise Stans on metric system progress

43-member unit is designed to assure that all groups are represented

A newly-formed Metric System Study Advisory Panel will serve in an advisory capacity to Secretary of Commerce Stans, the Director of the National Bureau of Standards, and the Metric System Study Group.

The panel will:

► Receive and review periodic reports on the planning, conduct and progress of the Study Group and advise the Secretary, Director, and the Study Group of their views and recommendations. Likewise the final report to be submitted by the Study Group to Congress will be similarly reviewed by the Panel for endorsement or comment;

► Provide advice and information to the Study Group necessary for carrying out the various directives of the Metric Study Law (PL90-472);

► Assist in communicating the means and purposes of the study to all pertinent sectors of the economy. This would help to assure all groups that their interests are being considered.

The panel will initially consist of forty-three members representing a wide cross-section of industry and society, ranging from agriculture to machinery, retail trade to construction, and consumers to petroleum refining. Additional members may be added by the Secretary.

Louis F. Polk, Chairman of the panel, is President of Louis F. Polk, Inc., a Director of Bendix Corp., Chairman of the American National Standards Institute Metric Advisory Committee, and President of the Polk Foundation.

The other members named, and their fields of specialty, follow: Francis L. LaQue, New York, N.Y.—vice chairman; William M. Agee, Boise, Idaho—lumber and construction materials; Harold Berryhill, Marion, Iowa—education; Philip T. Bodell, Clemson, S.C.—textile machinery; Clay Buckhout, Washington, D.C.—advertising; John F. Clark, Chicago, Ill.—household appliances; Frank N. Dickey, Moline, Ill.—agricultural machinery; Jackson K. Emery, Watertown, Mass.—ordnance, metrology; Sheldon I. Euler, Princeton, N.J.—office machinery; Robert J. Friedrich, Pittsburgh, Pa.—mining; Gordon A. Goodrich, White Plains, N.Y.—food processing.

James A. Graham, Jenkinstown, Pa.—nuts, bolts & screws; W. Eugene Hamilton, Chicago, Ill.—agriculture; Harold F. Hammond, Washington, D.C.—transportation; Doris Hanson, Washington, D.C.—consumers; William J. Harris, Jr., Washington, D.C.—professional societies; George M. Hartley, New York, N.Y.—non-ferrous primary metals; O. Dean Hubbard, Forth Worth, Tex.—wholesale trade; Richard M. Hurd, Bethlehem, Pa.—ferrous primary metals; Vernon E. Jirikowic, Washington, D.C.—labor; Richard T. Kropf, New York, N.Y.—textiles;

Ethel Langtry, New York, N.Y.—retail trade; William A. McAdams, New York, N.Y.—electrical machinery; Kenneth G. McKay, New York, N.Y.—communications; Herbert B. McKean, Lewiston, Idaho—lumber and wood products; Barry McNulty, Chicago, Ill.—repair services; Charles C. Neas, South Charleston, W. Va.—chemical manufacturing; James E. Noe, Washington, D.C.—labor; Ivan A. Peters, Los Angeles, Calif.—real estate; William D. Rinehart, New York, N.Y.—paper, printing, and publishing; Robert W. Schiessler, New York, N.Y.—petroleum refining; Harold S. Sizer, North Kingstown, R.I.—metal working machinery;

Elton E. Staples, Orlando, Fla.—process equipment; Douglas C. Strain, Portland, Ore.—instruments; Robert W. Sullivan, New York, N.Y.—valves and pipe fittings; Chien Bor Sung, Southfield, Mich.—aerospace equipment; William D. Toomey, Goleta, Calif.—sports; Roy P. Trowbridge, Warren, Mich.—automotive equipment; Samuel H. Watson, Jr., Camden, N.J.—electronic machinery; Douglas Whitlock, Washington, D.C.—building materials; Liston A. Witherill, Los Angeles, Calif.—medical services, and William E. Zeiter, Philadelphia, Pa.—legal services.

United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in eight U.S. exhibitions at commercial trade fairs around the world, one America Weeks promotion and 20 shows at the seven U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 22, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Currently, 11 upcoming fairs and Trade Center exhibitions are completely sold out.

Other opportunities of interest are trade missions, the Sample Display Service and Mobile Trade Fairs. The last two are more fully described in a special notice accompanying this list.

Of the 28 events for which the Bureau of International Commerce is now seeking exhibitors, Germany and the United Kingdom will host seven shows each, Italy, France and Japan will host three shows each, Sweden two shows and Mexico, Spain and Thailand will host one each.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Tokyo, and Paris. The Paris Trade Center is scheduled to open Nov. 17 with a laser exhibition. An electronics production equipment show is set for January.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

PLASTICS EQUIPMENT. Germany. The German economy, currently one of the strongest in Europe, is in a period of brisk expansion. The German plastics industry is booming, opening select opportunities for sales and licensing of U.S. plastics material, instrumentation and equipment. U.S. exports of plastic materials, machinery and special equipment amounted to $33.7 million in 1968. Sales of special equipment and instrumentation imported from the U.S. are expected to grow at twice the average annual growth rate of 12% for the German plastics industry. For further market information and details on how to increase your sales through this exhibit, call 202-967-2425. **Frankfurt Trade Center. Nov. 10-14.**

AEROSPACE EQUIPMENT, SUPPLIES. Japan. Continued expansion of Japan's aerospace industry, air fleet and airport facilities has created a growing market for U.S. aerospace equipment and supplies. A total of 156 aircraft are usually purchased per year in Japan, worth approximately $166 million. Of this, 47 aircraft worth about $88 million, are purchased from the U.S., and the remainder is primarily from domestic production. In addition, an annual average of $177 million is spent on aircraft engines, parts and equipment, with about $77 million of this in U.S. imports. A new international airport near Tokyo is now under construction, scheduled for completion in 1971, at a cost of $344 million. In addition, $300 million has been budgeted for enlarging and expanding facilities of 46 other airports by 1973. U.S. products are preferred because the Japanese aerospace industry and the Self Defense Agency are oriented to the use of U.S. equipment and tend to regard the quality of American products as good. For detailed market information, call 202-967-5286. **Tokyo Trade Center. Nov. 17-22.**

GEOPHYSICAL EQUIPMENT. Germany. Germany and surrounding European countries offer excellent sales opportunities for U.S. manufacturers of sophisticated geophysical equipment. Their participation in a growing number of international geophysical research programs requires the application of the most advanced methods and equipment. While German researchers have long had a local supply of excellent precision mechanical equipment, they look to the U.S. sources of supply for advanced electronic equipment. This Trade Center exhibition will feature advanced equipment of U.S. manufacturers in the fields of earth sciences, meteorology, and oceanography. Plan now to investigate this market further by exhibiting. For detailed market and participation information, call 202-967-4162. **Frankfurt Trade Center Dec. 1-5.**

METALLURGY '70. United Kingdom. The U.K. Government is planning massive investments in the public sector of the steel industry to modernize equipment and facilities to improve the industry's competitive position in world markets. Special loans are to be made to the private sector of the aluminum industry in order to establish a primary production capability to meet the major share of U.K. consumption needs in this metal. Since only 10% of aluminum consumed is now produced in the U.K., substantial investments in machinery and equipment will be needed to reach this goal. Imports by the U.K. of nonferrous metals total over $1 billion annually. The U.K. production capacity for all metals is insufficient to meet their annual consumption. The powder metal industry is running at a $36 million pace with 80% of all powder metals being imported. By 1975, consumption of powder metals is expected to reach $134 million. The exhibition will feature the product categories of automation instrumentation and controls, physical test equipment, specialty metals and alloys, and

promotions scheduled

powder metallurgy materials and equipment. For complete details, telephone 202-967-3838. **London Trade Center. Dec. 8-12.**

ELECTRONICS PRODUCTION EQUIPMENT. France. France is the third largest manufacturer of electronic products in Europe. Total sales of this industry was in excess of $1.9 billion in 1967, up a healthy 10% over the previous year. Recent reports indicate that private outlays on plant and equipment in 1969 may increase as much as 22% over 1968. The French Government has instituted a plan to develop strong French computer and electronic component industries. Many sales opportunities exist for U.S. manufacturers of electronics production equipment. French manufacturers seek U.S. merchandise for advances in production techniques. This exhibit will be the second promotion at the new Paris Trade Center. Preliminary indications from U.S. industry indicate a very fast sell-out of space. Call Charles M. Whitley, 202-967-4961 to reserve space or for more information. **Paris Trade Center. Jan. 12-17, 1970.**

INDUSTRIAL AND MUNICIPAL SECURITY DEVICES. Sweden. Awareness of the availability of new equipment capable of providing better protection is opening up good sales opportunities, estimated at approximately $20 million per year in Sweden alone. A labor shortage has reduced the supply of industrial guards, and equipment to replace them is aging and inadequate. For American manufacturers of security equipment, sales prospects are particularly bright for electronic intrusion detection devices and systems; multi-purpose alarm systems; premise protection equipment; closed-circuit TV and cameras; electronic release locks; fire protection devices and systems; access and parking lot control; police, patrol and uniformed force equipment; and many others. For full particulars about this exhibition and participation information, call 202-967-5751. **Stockholm Trade Center. Jan. 14-20, 1970.**

DATA TRANSMISSION FACILITIES. United Kingdom. Great Britain and the U.S. are the largest and fastest growing markets for data transmission facilities. In Britain and in the U.S., it is predicted that by 1975, data communication from computers will exceed voice communication. To meet the demand for advanced U.S. data transmission facilities, the annual January computer exhibition will feature input-output terminals, modems and other interface connectors with transmission lines and computers. Target audiences for the U.K. exhibition promotion campaign will include computer service bureaus, computer and peripheral equipment manufacturers, current users of large digital computer systems, the National Data Processing Service (GPO), banks, aircraft manufacturers and operators, petroleum, petrochemical and chemical firms, auto manufacturers, other businesses with numerous branches, locations or distribution points, and universities, research and government bodies. For complete details, telephone 202-967-4653. **London Trade Center. Jan. 19-23.**

WATER SUPPLY AND SANITATION EXHIBITION-SEMINAR. Thailand. An exhibition of water, sewerage and drainage systems, and related hardware and equipment will be featured in a trade show limited to 25 firms and will include several models of water and sewage systems as featured displays to draw attention to characteristics of U.S. equipment. The Consulting Engineers Council of the United States has agreed to sponsor a trade mission to Southeast Asia of engineering specialists in the field of water supply, sewage and waste treatment. This mission will coincide with the trade show in Bangkok. Also, a 3-day seminar will coincide with the trade show/trade mission and will be a main feature of the municipal development project. For more information on this exhibition call 202-967-5148. **Bangkok Trade Center. Jan. 19-24, 1970.**

CRYOGENIC AND VACUUM EQUIPMENT. Japan. Growth and vigorous activity continue to characterize Japanese industry. A GNP over $140 billion is envisioned for 1969. American manufacturers of cryogenic and vacuum equipment should find an excellent opportunity to sell advanced and more sophisticated equipment. In Japan, the recognition of the value to industry of both cryogenic and vacuum equipment is expanding, and the U.S. is a leader in the field. A recent market survey shows sales potential existing for a wide range of products, including: hydrogen and nitrogen liquid pumps, refrigeration equipment and cryostats, cryobiology equipment, food freezing systems, rotary compressors, vacuum deposition monitors, vaporizers, vacuum chambers, air and gas conditioners and instrumentation and controls. Additional potential exists in areas of specialized engineering and design services for complete cryogenic plant design, freeze drying equipment, cryogenic food freezing systems and temperature rated conveyors. For more information on markets and details on participation, call 202-967-4512. **Tokyo Trade Center. Jan. 26-31, 1970.**

CONSUMER PRODUCTS. Thailand. The ninth U.S. Department of Commerce America Weeks promotion in the Far East is scheduled for the Central Department Stores in Bangkok Jan. 31-Feb. 15, 1970. A wide selection of U.S.-made consumer merchandise will be featured. Also featured will be highlights of U.S. accomplishments in space exploration. Commerce will support the promotion with space exhibits and artifacts from actual Gemini space flights borrowed from the Smithsonian Institution. For more information, write America Weeks—(BIC-926), U.S. Department of Commerce, Washington, D.C. 20230, or telephone 202-967-2051. **America Weeks. Jan. 31-Feb. 15, 1970.**

PHOTOGRAPHY FOR SCIENCE, INDUSTRY. Italy. With few exceptions Italy is a net importer of cameras and other photographic products. In 1968 Italians bought approximately $5.5 million in U.S. photographic equipment which is respected for its precision and durability, and is a 22% share of a market which it is believed will continue to develop rapidly over the next several years. Italy's rising standard of living and high rate of industrial expansion, the highest in Europe, have increased the range of potential users of photographic equipment in industrial and scientific research sectors.

American products ranging from automatic electronic photo processing laboratories through photogrammetry instrumentation and high-speed motion picture cameras will find a receptive market. This special display opportunity for U.S. manufacturers will be held in Milan, a city in the center of the Italian photographic products market. For further market information and details about exhibiting, call 202-967-3968. **Milan Trade Center. Feb. 10-14, 1970.**

NUCLEAR INSTRUMENTATION AND EQUIPMENT. Germany. During the next ten years expenditures are slated to total $6.25 billion for 30 to 50 new atomic power stations; until 1980, approximately 70% of all newly constructed power plants will be of the nuclear type. The Third German Atom Program of 1968-1972 will provide government funds for nuclear research and development in the amount of $1.25 billion, an increase of 53% over funds allotted by the Second Atom Program of 1963-1967. In Germany, some 70,000 scientists and engineers are currently engaged in basic and applied research with radioactive materials in over a thousand laboratories. At present, 80% of all sales in the nuclear market are directed at the public and private research centers and institutes, however, knowledgeable sources anticipate the share of sales to the industrial sector to rapidly increase in the foreseeable future. Sales to the industrial sector should undergo dramatic change as German industry begins to employ, on a wider basis, radioisotope and irradiation techniques in their production processes. Until now, rigorous provisions of the German Radiation Law have retarded the use of this advance technology in such industries as food processing, textiles, plastics, and electronics. These dynamic changes have created excellent sales potentials in this market for advanced nuclear instruments and equipment; a strong selling point for instrument manufacturers would be their ability to offer complete integrated nuclear systems. This exhibition will feature instrumentation for commercial application of irradiation and radioisotopes technology; and radiation protection, measuring, and control; and equipment for reactor construction and operation. U.S. firms who are now in the German market or are new to exporting and are interested in participating in this exhibition and the growing nuclear market in Germany may secure information by phoning 202-967-4601. **Frankfurt Trade Center. Feb. 16-20, 1970.**

BIOCHEMICAL TEST, CONTROL EQUIPMENT. United Kingdom. Use of biochemical test and control equipment in Britain is seen expanding in the future. Capital expenditure on biochemical instruments is expected to top $31 million in 1970, with 28% for imports and about three-quarters of these imports coming from the U.S. To help U.S. exporters get a fair share of this growing market, the Department of Commerce will promote this exhibition to U.K. potential buyers among fermentation and other metabolic process producers, processors of food and other natural products, environment control and treatment bodies, hospitals, clinics and pathology laboratories, and biochemical research laboratories. For complete details, telephone 202-967-3848. **London Trade Center. Feb. 16-20.**

SCAN-BUILD '70. Sweden. This important exhibition being held Feb. 18-25, 1970, at the U.S. Trade Center in Stockholm is aimed at the large Scandinavian market that exists for building products—building materials; tools and light construction equipment; and heating, ventilating and air conditioning systems. U.S. manufacturers of sophisticated and advanced building products will have a unique opportunity to increase their sales in this market in which Sweden accounts for $578 million. The U.S. presently accounts for 10% of Swedish imports of such products. The strong demand for housing in Scandinavia plus the high government priorities assigned to home building in Sweden due to present shortages, provide American firms with a favorable climate in which to increase their share of Scandinavian imports of these products. For full information on this viable market, plus full details on how to participate, call 202-967-3714. **Stockholm Trade Center. Feb. 18-25, 1970.**

COPYING INFORMATION for further use, a trade visitor at the June Paris Air Show visits one of the several display booths. The U.S. staged a commercial exhibition at the Air Show featuring displays representing 86 American firms.

INDUSTRIAL ASSEMBLY EQUIPMENT, SUPPLIES. Japan. The demand for industrial assembly equipment and supplies is growing rapidly in Japan. Demand is estimated to increase up to 50% annually for some products in the next several years. Imports currently amount to about $6 million annually with the U.S. having the major share. U.S. equipment and supplies are superior in quality and sales could be increased considerably with aggressive sales promotion. Excellent sales potential has been identified for 38 product categories including torque tension testers for assembly lines, special metal and plastic fasteners, blind and bolt type rivets, spring steel and spread nut type fasteners, torque equipment for portable power and hand tools, and numerically controlled welders. Other U.S. products with favorable marketability are several specialized adhesives, sealants and tapes; assembly equipment such as automatic bolts and threaders, presses, riveters and clamps; special purpose nuts, bolts, screws, studs, pins, inserts, rivnuts, retaining rings, weld fasteners, latches and clamps; pneumatic staplers and nailers, power screw drivers, nut setters; laser and multi-station welders, stud welding systems; positioning systems for welding and solder-

ing work and ultrasonic wire and chip bonders. Plan now to explore this lucrative market. For complete details on how to participate, telephone 202-967-4511. **Tokyo Trade Center. Feb. 23-28, 1970.**

INDUSTRIAL AIR QUALITY TREATMENT EQUIPMENT. Italy. The need for clean air to manufacture many new products, workers' desire for a clean working environment, and an increasing concern over air pollution are factors causing a favorable market for U.S. manufacturers of air quality treatment equipment. U.S. air quality treatment equipment now enjoys a position of high esteem in Italy. Excellent sales potential has been identified for advanced equipment used to remove gases and particles from controlled air environments, for air quality instrumentation, special air filters, and selected items introducing clean room equipment, clean benches, and odor control devices. This exhibition will be held at the Milan U.S. Trade Center. For complete details on participation and information about the market, call 202-967-5351. **Milan Trade Center. Mar. 1-8, 1970.**

FOOD PROCESSING, PACKAGING, COMMERCIAL AND INDUSTRIAL REFRIGERATION AND AIR CONDITIONING EQUIPMENT. Spain. The Spanish economy is in a new phase of expansion. Demands for imports are up and U.S. trade prospects are better than at any time since devaluation of the peseta in 1967. Spain's Second Economic and Social Development Plan assigns high priority to modernization of the country's food processing and distribution system. Spain is already a fine market for U.S. air-conditioning and refrigeration equipment, and the current Plan will emphasize development of the National Refrigeration Network, for which U.S. companies are expected to furnish much of the refrigeration and air-conditioning machinery and component parts. This special sales opportunity will be promoted for several months before opening day to ensure attendance by leading buyers throughout Spain. For complete information on the Spanish market and about participation in this exhibition, telephone 202-967-3944. **U.S. Solo Exhibition, Madrid. Mar. 2-7, 1970.**

SOPHISTICATED MATERIALS FOR THE ELECTRONICS INDUSTRY. Germany. The German electronics industry occupies a key position among that country's growth industries. Broad application of electronics technology in other industry has caused the electronics market to grow at an annual rate of 5-6%; in 1968 this market totaled $1.7 billion. Several sectors of this market—computers and industrial process controls—experienced annual rate increases of 12-20%; semiconductors, particularly integrated circuits, jumped 62% in 1968 to $7.6 million. Estimates for the 1970 integrated circuits market have been put at $20 million. Continued growth and development in this industry is anticipated in view of the overall growth of the entire German economy. The electronics industry's expansion is intimately connected with the availability of advanced materials which can broaden and increase the application of electronic technology. Electronic designers and engineers need sophisticated materials with specific electrical, physical, chemical, and mechanical properties to ensure the reliability and performance of the many electronic devices finding their way into daily commercial and industrial life. U.S. firms desiring to explore this exciting and prosperous market can do so by displaying their products in this exhibition. For more information telephone 202-967-3088. **Frankfurt Trade Center, Mar. 16-20, 1970.**

PRINTING AND BOOKBINDING EQUIPMENT EXHIBITION. France. Wages in the French printing and binding industry have increased an average of 60% since 1966. Mounting labor costs combined in many cases with the problem of aging plants and equipment are forcing French printers and bookbinders to invest in new, high-speed machinery. U.S. manufacturers are established leaders in production of modern equipment suited to French industry needs. French printers show a definite interest in American techniques in photo typesetting, presensitized plates, automatic film developing, sheet fed and web offset, and automated binding. U.S. exports to France of this type of equipment amounted to over $6.5 million in 1967, and increasing demands are being reported for the products listed above. For further information on the market and how to participate, telephone 202-967-3822. **Paris Trade Center. Mar. 17-21, 1970.**

PULP AND PAPER EQUIPMENT. United Kingdom. The United Kingdom is unique in the pulp and paper industry. It is the largest producer-consumer in Western Europe, and, the world's largest importer of wood pulp and pulpwood. To maintain this precarious productive strength, this British industry is being forced to streamline its operations, to automate processing. More efficient and profitable operational systems and equipment are being sought from U.S. manufacturers. For complete details on this opportunity in the United Kingdom, telephone Lee W. Swift, 202-967-4461. **London Trade Center. Apr. 13-17, 1970.**

MEAT, FISH, POULTRY PROCESSING EQUIPMENT, SUPPLIES. Italy. Italy has one of the Common Market's most rapidly expanding meat processing industries. Demand for advanced equipment has increased greatly in the past decade and the market is expected to grow by 50% during the next five years. These developments reflect Italy's constantly improving standard of living and are a direct result of the Italian consumer's growing demand for better processed and canned meat, fish and fowl. Display equipment indicated for this exhibition ranges from advanced slaughtering and rendering equipment to slicers, boning devices and frozen meat equipment to supply the many new supermarkets opening in Italy. This special display opportunity is scheduled to coincide with the annual Milan International Samples Fair, an important meeting place for Italian businessmen. **Milan Trade Center, Apr. 14-25, 1970.**

PRINTING AND GRAPHIC ARTS EQUIPMENT. Mexico City, Mexico. Printing and graphic arts is one of Mexico's fastest growing industries and presently ranks as the fourth largest in the country. Current productivity amounts to about $272 million and forecasts call for this figure to triple by 1975. With the exception of some small machinery, there is virtually no manufacturing of printing and graphic arts equipment in Mexico. As a result, importation is required. In 1968, on total imports valued at approximately $21 million, the U.S. share was about $12.8 million or 59.2%. For complete information about participation in this exhibition, telephone 202-967-3848. **U.S. Solo Exhibition. Mexico City, Mexico. Apr. 20-25, 1970.**

HANOVER AIR SHOW. Germany. The specialists of the aircraft and aircraft components fields will be present at the Hanover Air Show in 1970, the second largest air show in the world and held every two years. The growth of the German aero industry centers around both military and civilian expansion. In the military field Germany will spend approximately $1 billion over the next five or six years on U.S. aircraft. The ten major commercial airports will spend

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

$335 million on expansion and modernization in the next 2½ years. They expect an increase in passenger traffic from 18.6 million in 1967 to 70 million in 1977—a 375% increase in ten years. Firms wishing to participate in this outstanding exhibition, telephone 202-967-4073. **German Aviation Show Hanover 1970. Apr. 24-May 3, 1970.**

U.S. COMPUTER EXHIBITION HANOVER INDUSTRIES FAIR. Germany. Germany is the largest computer market outside the United States and the Hanover Fair is one of the largest and best attended in the world. The U.S. Department of Commerce has leased space in the new Office and Business Equipment Hall. Approximately 40 firms can be accommodated. A thousand installations each year are added to the already existing 5000 computers in use in Germany. Over 80% of this number are of U.S. design, making most peripheral and software compatible. Total exports from the U.S. to Germany are close to $100 million annually. Plan now to exhibit at Hanover under the auspices of the U.S. Department of Commerce. Call 202-967-2425 for market and participation details. **U.S. Commercial Exhibition, Hanover, Germany. Apr. 25-May 3, 1970.**

ELECTRO-OPTIC APPLICATIONS. United Kingdom. Britain, along with Europe, is moving from the experimental to the application stage in electro-optics. Annual U.K. purchases are estimated at $2 million in mid-1969, and the volume of business in electro-optical equipment is expected to at least double within the next three years. Experts currently claim that European developments are five years behind the U.S. level of accomplishment, but with industry in Europe now looking at electro-optical devices as practical tools, this gap can be expected to close rapidly. U.S. manufacturers wishing to share the growing market for electro-optical equipment in the U.K. and Europe should write to the U.S. Department of Commerce, Commercial Exhibits Program, BIC-942, Room 6222, Washington, D.C. 20230. **London Trade Center. May 11-15, 1970.**

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. In 1968, when I.E.A. was last held, more than 112,000 visitors including 9,431 registered foreign trade visitors viewed the wares of 927 exhibitors from 18 countries. This exhibition which covered approximately 500,000 square feet of space generated an estimated $75 million in sales. The U.S. exhibition at I.E.A. will feature industrial measuring, testing, and controlling instrumentation and computers. For further information write to U.S. Department of Commerce, BIC/CEP, Room 6813, Code 942, Washington, D.C. or telephone 202-967-4652. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London, England. May 11-16, 1970.**

MEASURING AND TESTING EQUIPMENT. France. The U.S. Department of Commerce is sponsoring an exhibition at one of the most important trade fairs of its kind in Europe —MESUCORA. Scheduled in Paris, May 27 to June 4, 1970, MESUCORA is a triennial show featuring measuring, testing, controling, regulating and automating equipment. The 1967 show drew 100,000 scientists, engineers, and corporate decision-makers from all over Europe. More than 1,300 firms from 20 countries showed their products. U.S. firms showing in the Commerce-sponsored display at MESUCORA in 1967 recorded impressive sales figures as a result of their participation, and the 51 exhibitors reported signing 76 agents. The U.S. display at MESUCORA 1970 will contain products including automation systems, industrial process flow instrumentation, industrial process direct digital control, physical properties testing equipment, nuclear instrumentation and thermal instrumentation. U.S. firms who have the latest technology and who can supply aggressive market policies should take advantage of this opportunity to reach the important European markets. For information on how to participate contact John Anderson, U.S. Department of Commerce, Commercial Exhibitions Program (946), Washington, D.C. 20230, 202-967-2835. **U.S. Commercial Exhibition, MESUCORA, Paris. May 27-June 4.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. Call 202-967-2425. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kind to be staged in Europe in 1970. In 1967, when the last event was held PAKEX's 500 exhibitors including 167 from 18 countries throughout the world attracted 35,000 visitors including 2,100 from outside of England. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. For detailed information concerning participation and information about the current U.S. Department of Commerce, BIC/CEP, Room 6222, Code market for packaging machinery and materials, write to the 942, Washington, D.C. **U.S. Commercial Exhibition, PAKEX '70, London, England. June 22-26, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

HOTEL, RESTAURANT, MEDICAL, AND CHEMICAL EQUIPMENT AND MACHINE TOOLS. Israel. Israel has entered a new phase of economic development and is moving toward modernization and automation of industry, promotion of exports and tourism, and improving the medical facilities available to her people. Hotel, restaurant, and catering equipment; medical and hospital equipment; chemical processing equipment; and selected machine tools are needed to fulfill her long-term development plans. **U.S. Solo Exhibition, Tel Aviv. Oct. 5-10.**

NUCLEAR EQUIPMENT. Switzerland. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses becomes a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11.**

INDUSTRIAL PROCESS CONTROLS. Germany and the Netherlands. To assist U.S. firms in exploiting the sales opportunities in Germany and Holland for U.S. process control products, the Commercial Exhibitions Program will sponsor a unique floating exhibition, incorporating the K.D. Lines' ships, the M.S. Loreley, and M.S. Europa. Exhibition stops will be made in Germany at Cologne, Karlsruhe, Wiesbaden (Frankfurt area), and Duisburg (head of Ruhr Valley area), and in the Netherlands at Rotterdam. This is the first floating exhibition sponsored by the U.S. department of Commerce. **U.S. Solo Exhibition, Rhine River, Germany and the Netherlands. Oct. 13-25.**

ENVIRONMENTAL POLLUTION CONTROL. Sweden. In 1969, Sweden alone will spend over $100 million on such equipment and instrumentation. Potential best sellers for American manufacturers range from sludge reduction equipment to sophisticated calibration equipment for measuring presence of metal, fluorine and acid in industrial effluent. **Stockholm Trade Center. Oct. 15-21.**

CONNECTORS, RELAYS, MICROSWITCHES, POTENTIOMETERS. Germany. German consumption of electrical components is growing at one of the fastest rates for any segment of the economy. The total market, aside from the demand of the German Bundespost for connectors, relays, microswitches and potentiometers is estimated at $90 million a year. It is expected to grow at a rate of 20% a year. The American share of this market is about 30%. **Frankfurt Trade Center. Oct. 20-24.**

ADVANCED TRAINING AIDS. Italy. Italy's brisk economic growth at a rate higher than any other European country has pushed its gross national product beyond the $70 billion mark in 1968. This unprecedented level of national wealth is twice that of only a decade ago. It is in this setting that a recent market study concludes that Italy is an excellent and growing market for advanced educational aids and audio-visual equipment for industry, schools, and government. **Milan Trade Center. Oct. 21-25.**

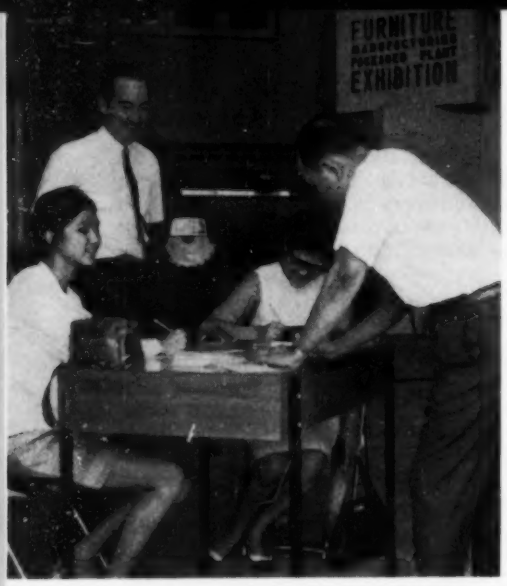
DYNAMICS TEST EQUIPMENT. United Kingdom. In 1968, the U.S. share of total United Kingdom imports reached 12.9%, a .4% improvement over 1967. U.S. dollar volume was up approximately 10%, with a 5% improvement expected in 1969. To assist U.S. industry to further penetrate the U.K. market, a dynamics test equipment exhibition will be held featuring test equipment in the areas of vibration, acoustics, shock, fatigue, force, strain, and pressure. **London Trade Center. Nov. 10-14.**

SHIPBUILDING, MARINE AND PORT EQUIPMENT. Netherlands. Shipbuilders, shipowners, stevedoring companies and port officials from throughout the world will attend this show, which is the largest international maritime exhibition. The shipbuilding and marine industries are regaining vitality and are again becoming important in the economies of the Western European maritime countries. Both builders and owners are looking for advanced equipment and machinery which will help them maintain or improve their competitive position. **U.S. Commercial Exhibition, EUROPORT '69 8th Annual International Maritime Exhibition, Amsterdam, Nov. 11-15.**

LASER EQUIPMENT. France. Presently the market for laser hardware and systems in Europe is estimated at about $3.5 million. Demand is expected to soar, and by 1972 it is forecast that sales will reach $8 million annually. Until recently, interest in laser technology was centered mainly in scientific and academic circles, but now industry is becoming aware of the use of lasers for commercial and industrial purposes. This exhibition will be the opening show at the new U.S. Trade Center in Paris. **Paris Trade Center. Nov. 17-21.**

MICROELECTRONICS, COMPONENTS, PRODUCTION AND TEST EQUIPMENT. Italy. Microelectronics is expected to grow faster than any other industrial field in Italy. Although the main use of microcircuits will be in computers and military and airspace systems for the present, technicians in Italy are already working on projects involving integrated circuits in industrial controls, domestic appliances such as washing machines, consumer electronics such as television sets and laboratory equipment. **Milan Trade Center. Nov. 18-22.**

INTERMED '70. Sweden. Sharply increasing demand for advanced medical equipment is expected to accrue to the advantage of U.S. manufacturers who now account for 11 to 14% of the Scandinavian market for medical, surgical and hospital equipment. **Stockholm Trade Center. Nov. 26-Dec. 2.**



THIS SIGHT GREETED each of the 1,300 visitors, above, at the recent Bangkok Trade Center show. Below, a Thai worker operates a sanding machine.

Three furniture plants sold, seven more in negotiation stage after SE Asian show

Packaged furniture factory exhibition produces sales plus furniture pieces as Bangkok Trade Center puts machines, know-how before buyers

An armsaw bit into the rough hewn teak, a router dug into its sides, a sander smoothed and shaped it and a carving machine created graceful designs—and when the sawdust cleared away the end product came into view. It wasn't the new teak chests, tables and chairs that had been made, but the word from the sales conference room that three complete furniture plants had been sold and negotiations for at least seven more were under way.

It all happened in Bangkok, Thailand at the Furniture Manufacturing Packaged Plant Exhibition, a new concept in U.S. exhibitions tying together a total operating plant rather than pieces of related machinery.

This packaged plant exhibition, set up Aug. 19-29 at the Small Industries Service Institute (SISI) and sponsored by the U.S. Department of Commerce's U.S. Trade Center at Bangkok, provided a showcase for U.S.-made furniture manufacturing equipment and a display of American know-how in the furniture field.

How the new concept for promoting exports and technology succeeded is reflected in sales statistics. Floor sales of $165,616 for the three plants and additional machinery were recorded and 12-month sales of $3 million are forecast.

This promotion, designed as a regional Southeast Asian show, attracted almost 1300 trade representatives including almost 100 visitors from 11 nations outside Thailand.

Presiding over ceremonies on the last day of the exhibition marking the official opening of the SISI, and making his first official visit to any U.S. Trade Center show was Thailand's Prime Minister Field Marshal Thanom Kittikachorn.

A sales breakdown by country indicates that plants were sold to Thailand, Singapore and the Philippines with further negotiations under way for the sale of similar furniture factories to Hong Kong, Laos, India, Pakistan, Indonesia, Malaysia and Singapore. The cost of the basic plant is $42,000. It has a capacity, although small by U.S. standards, of approximately 100 chairs and 25 tables, buffets or dressers per day. Ten major exhibitors and 10 manufacturers who supply products such as glue, stains and clamps, took part in the show. Five firms sought agents through this promotion; one was appointed and four are currently under review.

The entire plant consisted of 17 pieces of standing woodworking machines and a wide selection of hand-tools.

To aid firms in financing plant and tool purchases, the Eximbank authorized a $500,000 credit for the show and had two representatives on hand to provide information for buyers.

Prior to the actual promotion, two firms donated the plant layout and furniture designs, and materials information. Leo

FURNITURE PRODUCTION EXPERT Char'es Johnson, below left, operates a drill for a crowd of Thai and Southeast Asian businessmen during the Aug. 19-29 exhibition. Instructing Thai operators in handling U.S. furniture manufacturing equipment, Johnson, at right, watches two workers during a pre-show session.

SAWDUST FLIES THROUGH THE AIR at the Small Industries Service Institute, left, as two workers begin the first step of turning rough wood into furniture.

Right, Charles Isom opens the cabinet door for the inspection of client at the Furniture Manufacturing Packaged Plant Exhibition.

Jiranek, furniture designer of Greenich, Conn., provided full scale designs for Scandinavian-styled Teak furniture including a 5-drawer chest, dining and cocktail tables, buffet and assorted chairs.

Two U.S. furniture experts, Charles H. Johnson and Charles T. Isom, went to Bangkok to install the machinery, train the Thai operating personnel, maintain the machinery and act as consultants. Johnson provided production and technical information on machinery while Isom concentrated on overall plant operations and layout, production planning and plant requirements not only for the furniture plant on display but also for other wood product manufacturing facilities.

Exhibition participants

The 10 major exhibitors in the Furniture Manufacturing Plant Exhibition were: Black and Decker Mfg. Co., Towson, Md.; Beach Mfg. Co., Montrose, Pa.; Houdaille International, Melrose Park., Ill.; J. M. Lancaster, Inc., Greensboro, N.C.; Masengill Machinery Co., Inc., Morristown, Tenn.; Norton International Inc., Worcester, Mass; Rockwell Mfg. Co., Pittsburg; B. M. Root Co., York, Pa.; St. Paul Machinery Mfg. Co., Osseo, Minn.; The Stanley Works, New Britain, Conn.

Other products which were used in the daily operations of the plant were displayed by Adjustable Clamp Co., Chicago; C. B. Cummings & Son Co., Norway, Me.; Cyanamid International, Wayne, N.J.; Keeler Brass Co., and Klise Mfg. Co., Grand Rapids; Leviton Mfg. Co., New York City; Mobile Chemical Co., New York City; Ronthor Reiss Corp., New York City; Southern Screw Co., Statesville, N.C.; Southern Tool Mfg. Co., Winston-Salem, N.C.

EXAMINING A CARVING MACHINE, above, are Brooks Ryno, middle, Bangkok Trade Center Director, and U.S. Ambassador to Thailand Leonard Unger. Two Thai machine operators, below, demonstrate one of the 17 pieces of woodworking machines to a client. Ten major exhibitors and 10 suppliers were at the show.

Milan Trade Center will stage exhibition of industrial air treatment instrumentation

Market growth based on legislation, new importance of clean air and rising demands by citizens' groups for a less polluted atmosphere

Italian industry's rapid growth and increasingly sophisticated production techniques have opened up a potentially rich market for industrial air quality treatment equipment and instrumentation.

The U.S. Department of Commerce is sponsoring an exhibition Mar. 1-8 at the U.S. Trade Center in Milan to give U.S. manufacturers a base from which to mount an intensive marketing campaign for their latest air quality equipment.

Featured in the show which will be staged by the Department's Bureau of International Commerce will be air processing equipment, advanced filters and filtration equipment and air quality instrumentation.

A recent market survey records an approximate 24% increase in expenditures for air and gas analyzers from 1966 to 1968. For air and gas filters, the increase is about 11.4% during the same period. Total approximate expenditures in 1968 for these two products categories was more than $14 million dollars with almost 30% for imports.

According to the survey, a number of factors contribute to Italy's growing market for air quality products, including:

► Legislation designed to reduce air pollution by heating facilities and industrial plants. A 1966 law requires that all installations generating smoke be equipped with air and gas control and measuring devices.

► The importance of clean air in the manufacture of new products, particularly in the electronics and pharmaceutical industries.

► The increasing demands of organized factory workers and citizens' groups for cleaner environmental air.

Sales potential for U.S. manufacturers is considerable. The market survey reports, for example, that currently there are no Italian producers of equipment such as smoke samplers and micropore membrane filters. Due to limited domestic production, imports must supply at least 50% of the compressed air and milipore filters needed by industry and government.

Governmental demand is also expected to increase for computer-oriented air velocity, humidity and temperature instrumentation and monitoring equipment used in the control of environmental air and in meteorology.

Best sales prospects in the Italian market, as identified by Commerce research, are for the following products:

Air processing equipment: industrial air cleaners; dust collecting systems; absorption equipment; humidifiers and dehumidifiers; collectors—dry, wet, dust, grit, mist; diffusing equipment; dryers; burners.

Air quality instrumentation: air and gas analyzers; aerosol samplers; temperature and humidity instrumentation; colorimetric devices; photometric devices; dust and particle instrumentation; air gauges; air samplers; air monitoring systems; gas detectors; smoke meters; smoke samplers.

Advanced filters and filtration equipment: micropore filters; milipore filters; compressed air filters.

Miscellaneous equipment and supplies: clean rooms, cabinets, and benches; odor control equipment; deodorizing chemicals; gas control and safety equipment.

The Milan exhibition of industrial air quality treatment equipment will be the first in the Commerce Department's overseas Trade Centers program to feature the full range of these products. An exhibit of environmental pollution control equipment in Stockholm, Oct. 15-21, will include some air pollution equipment.

An aggressive market development campaign prior to the show will assure U.S. exhibitors of a large attendance of qualified buyers, agents and distributors.

Manufacturers of industrial air quality equipment who are interested in the Milan show may obtain an exhibitors' export market guide IMIS 69-74 and further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (202-967-5351) or any Commerce Department Field Office.

ISRI schedules fall briefings, courses for U.S. businessmen

The International Study and Research Institute has announced the following sessions of possible interest to U.S. businessmen in the fall program at its New York headquarters:

Primary Commodities and World Trade, Wednesdays, Oct. 8-29, 6:20 p.m.; Living and Working Abroad, Thursdays, Oct. 9-Nov. 13, 6:20 p.m.; Latin American Realities, Mondays, Oct. 6-27, 6:20 p.m.; and International Development—Challenge and Responsibility, Tuesdays, Oct. 14-Dec. 9, 8:20 p.m.

Afternoon briefing sessions through the fall will deal with: Techniques and Attitudes in International Finance, Oct. 16; Latin America—Private or Public Ownership?, Oct. 23; the Mexicanization of Private Industry, Nov. 6; the Impact of Taxation on Corporate Planning, Nov. 13; New Approaches to African Markets, Dec. 2; Japanese-American Relations, Dec. 11; The EEC—Problems and Prospects, sometime in January; the Internationalization of Production, Jan. 15.

Write: International Study and Research Institute, 41 Central Park West, New York, N.Y. 10023.

Stuttgart will host INTHERM 1970

INTHERM '70, an International Trade Fair for Oil and Gas Heating, will be held Apr. 8-12, 1970, at the Killesberg exhibition grounds in Stuttgart, Germany. U.S. manufacturers and suppliers are eligible to participate through overseas representatives or directly.

Product lines indicating promise for U.S. exporters include instruments and controls, pumps and pumping accessories, boilers and steam generators, safety devices and tank protection materials. Gas and oil burners, tanks and containers, and tubes and fittings will also be on display at INTHERM '70.

INTHERM '69 held Mar. 5-9, drew 415 exhibitors from 10 nations and attracted 57,000 trade visitors from 33 countries. Six U.S. firms mounted displays.

INTHERM is the only German trade fair which specializes only in oil and gas heating equipment, while other fairs such as the Frankfurt International Sanitary and Heating Show have a broader range of products on display.

During the March trade fair, three conferences were sponsored for the Association of German Engineers, delegates of the European Committee of Burner Manufacturers and the German Trade Association of Manufacturers of Oil and Gas Heating Equipment.

Interested U.S. companies should contact the fair organizers: Stuttgarter Ausstellungs-GmbH, 7 Stuttgart-N, P.O. Box 990, West Germany, or the North American representative Rudi Haussmann, 130 Willowdale Ave., Suite 3, Toronto-Willowdale, Toronto, Canada.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Government of Portugal has signed the final contract with ZAMCO, an international consortium of companies headed by the Anglo American Corporation of South Africa, for the construction of the $300 million Cabora Bassa hydroelectric project in northwestern **Mozambique.** Cabora Bassa First Phase, scheduled for completion in early 1975, will be the largest hydroelectric project on the African continent, surpassing even the Aswan High Dam in Egypt. . . . The Rigolleau Glass Company, which has been manufacturing in **Argentina** since 1882, will soon inaugurate an automated plant designed for rigid quality control. The company, whose annual sales of approximately $23 million make it the largest firm of its kind in Argentina, is associated with the Corning Glass Works and Wheaton Company in the United States. . . . **Panama's** Office of Price Control has established an import quota for 2.5 million lbs. of onions during the period from Sept. 1 to Dec. 31, 1969. . . . Imports of many antibiotics into **Mexico** have been made subject to a prior import license requirement for a period of one year from Aug. 19, 1969. This requirement is to lapse automatically unless a further extension is deemed necessary and a new resolution to that effect is published in the *Diario Oficial*. . . . Two U.S. firms have announced plans to build factories in Germany. The Reynolds Metal Company plans to build an aluminum plant near Hamburg, at a cost of over $125 million. The Dow Chemical Co. is building a factory at Stade, near Hamburg, for the production of chlorine, caustic soda and solvents. The latter project involves investments of about $250 million.

Italy performance strong

Real growth in 1969 may be around 7%, creating many opportunities for U.S. exporters

Italy's economy put on an extremely strong performance in the first six months of 1969, continuing the excellent record of rapid growth achieved since the brief recession of 1964-65. The semi-annual Economic Trends Report from the U.S. Embassy in Rome points out that the Italian business community remains optimistic over the prospects for the immediate future and that the Governor of the Bank of Italy, Guido Carli, has predicted real growth in 1969 of 6.5%. Outside observers, including the Organization for Economic Cooperation and Development, are estimating 7% real growth or better.

Recent foreign trade figures, both on the import and export side, reflect a growth in industrial production. During the January-June 1969 period Italian overall imports rose 23% and exports climbed 22% above the levels of the corresponding 1968 period, and, according to all indications, this upward movement will continue in the coming months.

Extensive needs for mechanization and automation in many Italian industries offer possibilities for substantial import trade in a variety of commodity lines, some of which are discussed below.

Italian meat processing industries are rapidly expanding and large meat processors already use the latest U.S. equipment. However, among the medium and small sized meat, poultry and fish processors there are promising business opportunities. With increasing local consumption and expanding production facilities there is a growing demand for processing equipment, related machinery and controls.

It would appear, based on a recent study of market conditions, that Italy is a receptive market for items such as cutting and boning devices, automatic canning and packaging equipment for meat and fish, deep freezing and distribution equipment, automatic scales and equipment for preparation of baby-food. Over the next three years it is estimated that industry will invest annually about three billion lire in the construction of new processing plants.

There appear comparatively good opportunities for exports of highly specialized photographic equipment for industry and science, since many institutions such as the movie industry, hospitals and various scientific institutions are investing in sophisticated equipment. In particular, complete and automatic electronic laboratories and systems seem to offer excellent prospects for growth, according to a recent survey of the market.

Other products with the highest sales potential include, among others, high speed motion picture cameras, film processing equipment, land surveying, topography and telemetering systems and photo color automation equipment, and other similar products which warrant sales development.

It is reported by local trade sources that, in addition to the steady existing market for kraftliner, prospects are encouraging for sales of technically advanced papers for special industrial applications, including paper treated with fiberglass, special paper impregnated with resins, copying and laminated paper. There has been an increase in demand of special self-sealing papers for which there should also be market opportunities.

Other products which appear to offer

Sales prospects in Italy

Several studies in the International Marketing Information Series deal with the market for specific products in Italy. They include:

Country Market Digest (IMIS 69-11), lists the 17 products with top sales prospects in the Italian market.

Exhibitor's Export Market Guides on Microelectronics Production Equipment (IMIS 69-66), Photography for Science and Industry (IMIS 69-71), and Air Quality Treatment Equipment (IMIS 69-74).

Two *World Market for U.S. Exports* reports deal with Air Conditioning and Refrigeration Equipment (IMIS 69-06) and Adhesives and Bonding Equipment (IMIS 69-111).

IMIS reports can be ordered for ten cents apiece from the Sales and Distribution Branch, Room 2119, U.S. Dept. of Commerce, Washington, D.C., or from any Commerce Department Field Office.

promising opportunities include various machines for highway construction, in particular drilling and coring machinery and equipment.

The short-term outlook for the Italian economy, in the judgment of most business leaders as well as government experts, is fairly encouraging despite concern about inflationary pressures and some uncertainties. By and large, the business community seems to feel that positive factors outweigh danger signals and anticipates further economic gains with continuous expansion of domestic demand and production.

Survey is optimistic

The July survey of the *Banco di Roma*, one of the leading banking institutions, which keeps a close watch on the economic pulse of the country, considers that the cycle of economic expansion will continue, and that short-term prospects are favorable. Bank economists base their predictions on the good trend in agriculture, the further expansion of the domestic demand and industrial production and favorable features in foreign trade. Medium-term forecasts are guarded and more cautious because of rising prices, higher labor costs, low private investments and the outflow of capital.

There are a few clouds on the horizon, however, including the substantial and continuing capital outflow and the perceptible acceleration in the rise of the price level after several years of nearly complete stability. The split in the Socialist Party, which brought down the Center-Left Government in July, led to the formation of a one-party minority Government by the Christian Democrats in August which must bear the responsibility of seeing the country through a potentially troublesome period of labor negotiations this fall.

Admitting the potential seriousness of some of these problems, it must be said that the Italian economy confronts them from a position of considerable strength. Italian exports in the first half of 1969 ran 22.1% ahead of the same period last year, a quite remarkable performance coming on top of the 17% gain achieved in 1968 over 1967.

Imports, which had lagged in 1968 as domestic demand showed weakness, have recovered strongly and are 22.6% above 1968 as of the end of June. Increased public investment, a construction boom and injections of public money in the form of increased social security payments and civil service pay raises have all contributed to enliven internal demand.

Almost every sector of Italian industry showed strong gains in the first half of 1969. Overall industrial output rose 7.8% from the figure for 1968 and polls showed continued optimism among Italian industrialists.

A survey at the end of June revealed that 65% of the companies polled expected to increase production in the near future, 29% anticipated no change and only 6% predicted a slowing down in output.

Based on export growth

The first half's strong performance was based on the export expansion already mentioned and a strong demand for capital goods and building materials. Among the strong leading sectors was the automotive industry which registered an 8.9% gain over the previous year. Output of industrial vehicles rose 20%.

During the first five months of the year, automotive vehicle exports increased 33% over the same period of 1968 and accounted for 41% of total automotive production. The domestic market also improved and registration of new motor vehicles at the end of June was running about 10% ahead of the preceding year.

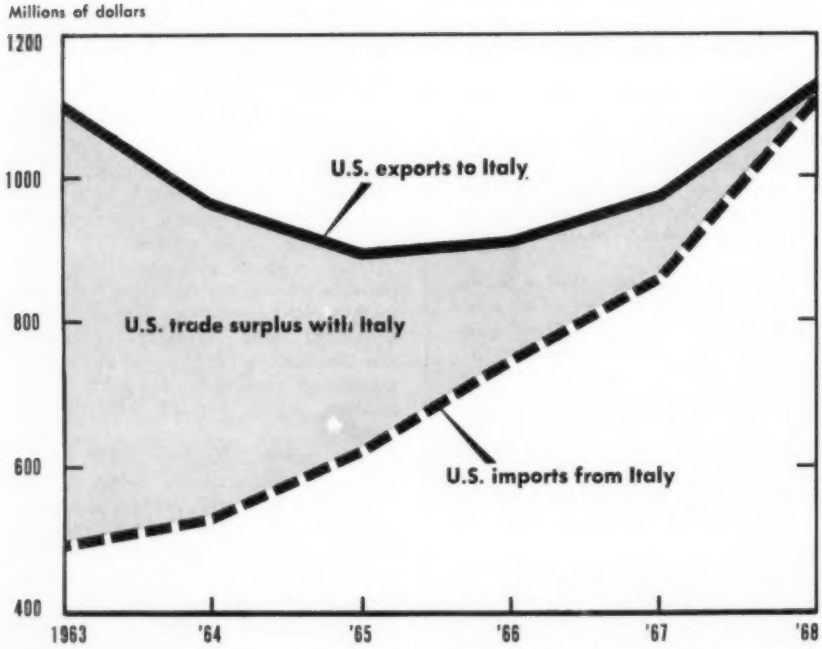
The metallurgical industry during the first six months registered a 9.3% gain over 1968. Steel output was up 6% but there were some difficulties in meeting expanding demand from the building and automotive industries. Steel exports decreased about 10%, while prices rose and, in the case of certain building materials, a grey market appeared. For example, prices of steel bars and rods for reinforcing concrete allegedly rose 120 to 140% for those demanding immediate delivery.

The mechanical industry had a very good first half, with production up 9.2%. Order books were full in almost all sectors. The "white goods" sector of consumer durables continued its remarkable growth with exports continuing to account for over half of total production.

Italian penetration of European markets for refrigerators, washing machines, etc., has been so successful that a trend toward self-protective mergers initiated by large foreign firms emerged. The most notable of several such mergers was that of Phillips of the Netherlands with Ignis, the Italian refrigerator company.

In the petroleum industry, refinery throughput reached 50.3 million tons in the first half of 1969, the highest figure

U.S.-Italy trade, 1963-68



Source: Bureau of the Census, U.S. Department of Commerce

among Common Market countries, and 12% above last year's record. Barring major disruptions in supply as a result of the Libyan coup, the industry should have another record year.

There were no significant shifts in domestic market shares among ENI, the state-owned oil company, and the major internationals. ENI's intensive exploration efforts of past years are gradually bearing fruit, however, and the company is predicting self-sufficiency in crude by 1971, projecting production of 22 million tons annually from its various fields in the Middle East and Africa.

Exploration for natural gas in the offshore Adriatic is continuing with a number of major international companies as well as ENI engaged. Negotiations are under way between ENI, which has first option to purchase all gas found, and the French ERAP over the price to be paid for the output from ERAP's recent offshore strike. As the negotiations will set a precedent, they are being closely followed throughout the industry. Meanwhile, ENI hopefully awaits renewed access to its producing fields in Nigeria and the Sinai Desert.

Even the perenially troubled textile industry is enjoying a good year. Production is up 5.8% for the first six months and the output of artificial fibers rose 14.2%. Strong export demand accounts for the relative prosperity of the industry.

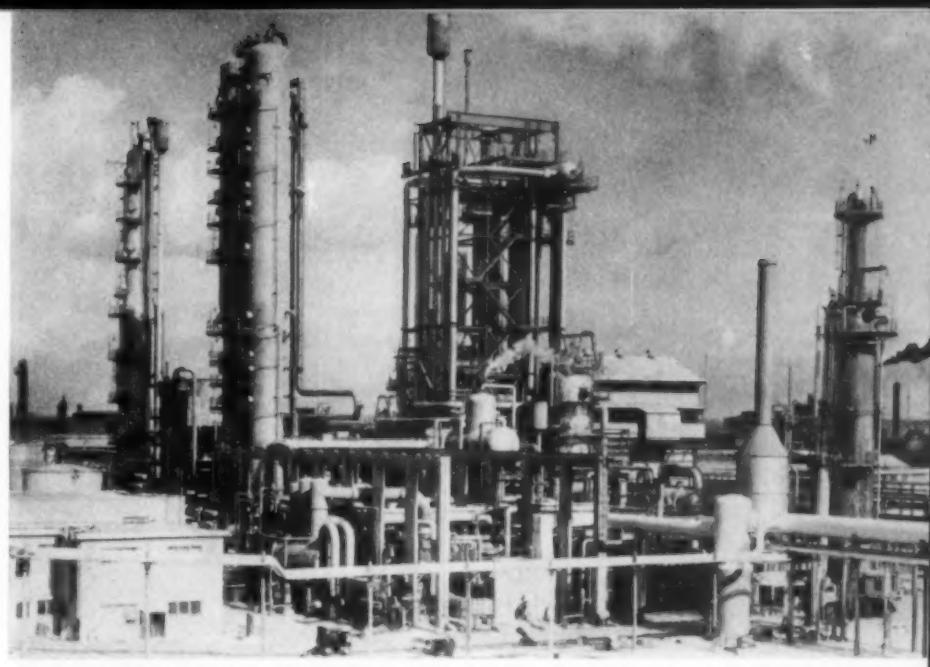
A special situation stimulated the building construction industry this year. A law passed last August stipulated that in all municipalities without a city plan, new and stricter standards would be applied to all construction. However, the new regulations do not apply to projects for which a building permit had been issued before September 1968 provided that construction begins within one year of the issuance of the permit and is completed within two years.

The result has been an artificial housing boom. Although new starts are now falling precipitously, construction in progress has caused labor shortages in the industry in various areas of the North and, as previously mentioned, a grey market has appeared for certain building materials as current construction is rushed to completion. The government has continued to deny that any time extensions will be granted, although the clamor for such action is growing.

Inflation not yet problem

The overall boom, together with higher agricultural prices, has caused a perceptible acceleration in the rate of increase in the price structure and concern over the possibility of inflation is beginning to be voiced. The consumer price index has risen 1.6% in the first six months and the wholesale index 1.9%. Increases during the past twelve months now amount to 2.4% and 3.7%, respectively.

Given the nearly stagnant price levels of recent years, these increases are easily explained as the result of a long-postponed increase in domestic consumption. The amount of concern they generate, however, is a function of the lack of fiscal instruments available to curb inflationary trends should they become more serious.



A NEW AMMONIA PLANT, designed and engineered by the M. W. Kellogg Co., just went onstream at Priolo, Sicily. Public and private investment in Italy is expected to total about $17 billion from 1969-72.

With the consideration of the long-awaited tax reform bill postponed by the recent change in the Government, financial authorities are effectively limited to the use of monetary measures to control inflationary pressures. In addition, the major labor contract negotiations now getting underway seem almost certain to result in substantial further wage increases and further expansion of demand.

The draft budget for 1970 has been presented to Parliament as required by law. It projects a deficit of about $3 billion compared with the $2.7 billion deficit programmed for 1969. Expenditures in 1970 are scheduled to be $20.5 billion and revenues $17.5 billion. The budget thus reflects an inflationary bias somewhat greater than those of 1969 and 1968.

After a series of substantial annual surpluses, Italy's balance of payments through the end of July 1969 showed a surprising deficit of $854.4 million. The deficit is entirely attributable to capital outflow since the current account shows a surplus of $951 million.

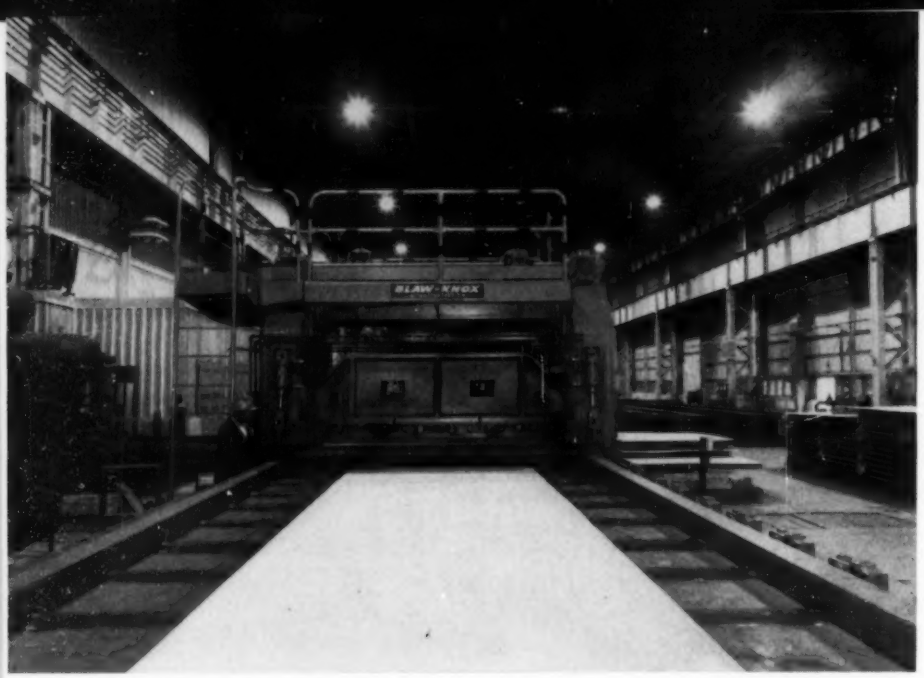
The outflow amounted to $1,806 million in the first seven months. The outflow can be attributed to a number of factors, among the most important of which are high interest rates abroad and the domestic uncertainties arising from the recent political crisis. The continuous publicity given to the possibility of a revaluation of the German mark has also attracted additional Italian capital abroad.

In an effort to stem the outflow, the

Sales prospects

Italy's intensive industrial investment policy is likely to enhance the upward trend in foreign trade and offer good prospects for the sale of American technologically advanced machinery and equipment. Recent trade leads point to business opportunities in the meat processing industries, particularly for cutting and boning devices, automatic canning and packing equipment and other related machinery.

Other good sales opportunities include highly specialized photographic equipment for industry and science, technically advanced papers for special industrial applications and various machines for highway construction. Additional export prospects are discussed elsewhere in this article.



AMERICAN EQUIPMENT is used in this roller leveller operation at Italy's Terninoss steel plant. The country needs more U.S. products in order to help sustain its recent high level of economic growth.

Bank of Italy raised the discount rate from 3.5% to 4% in August, the first such change in 11 years, and has directed Italian banks to repatriate their foreign balances. It should also be noted that, despite the recent deficit, Italy continues to hold reserves of about $4.7 billion, the third largest in the world behind the United States and West Germany.

The cumulative effect of capital outflow and rising price levels presents a potentially serious challenge to the Treasury and the Bank of Italy. There may be political constraints on a repetition of the monetary squeeze which was so effective in stabilizing the situation in 1964 and 1965. However, the economy is in a very strong position at present and, barring serious disturbances on the international monetary front, the problems ahead should be amenable to solution without breaking the fast pace of Italy's growth.

Deficit was unusual

Italy's balance of payments through the end of July 1969 showed a surprising deficit of $854.4 million in contrast to previous substantial annual surpluses. The deficit was due entirely to capital outflow, since the current account showed a surplus of $951 million.

However, Italy's gold and foreign exchange reserve position ($4.7 billion) remains the third largest in the world after the United States and West Germany.

Italy's competitive position in international trade has been enormously strengthened by several years of price stability. It is now so strong that even developments such as the recent French devaluation do not constitute a serious threat. Italian exports to France, a major trading partner, may be slowed somewhat but they were running 53.5% above the figures for 1968 during the first five months of 1969 and there is, consequently, not much reason for alarm if they do not sustain an increase of that magnitude for the balance of the year.

Italian agriculture is having a rather disappointing year. Unusual weather conditions have adversely affected major crops, particularly export crops. Harvest results are not justifying the earlier optimism shown by the press and some professional observers. In addition, the French devaluation has raised fears of the effect it may have on Italy's fruit and wheat exports.

The exodus from the farms continues apace. Officials estimate that another 300,000 Italians will come off the land in 1969.

In a favorable development for American business, long negotiations have succeeded in obtaining the resumption of the issuance of import certificates for U.S. cattle. An excellent potential market for high quality cattle is thus re-opened.

The past six months have been marked by increasing labor activity and agitation, particularly in the public sector. Strikes of government workers, teachers, employees of para-statal agencies, and government officials, over a wide range of issues including the fundamental demand for institutional reform, were common. Most of these strikes were finally settled by a series of agreements reached between the Government and unions concerned, including substantial pay increases and some of the demanded structural reforms.

The two most important events in the labor and social field to date in 1969 have been: 1) The agreement between management and the unions to abolish the existing system of seven geographic minimum wage differential zones in Italian industry (this agreement came after protracted strikes and agitations on this issue), thus creating national minimum wage parity by 1972; and 2) The passage of a new and far-reaching social security pension law on Apr. 30, 1969 which established one of the most progressive, albeit expensive, social security pension systems in Europe, whereby pensioners after 40 years of contributions are now entitled to 74% of their average earnings during their highest-paying three years out of their last five years of insured employment (this will rise to 80% by 1976).

More labor unrest expected

Labor agitation is expected to increase markedly during the fall in the industrial sector, due to the fact that most of the pace-setting three-year national contracts expire and are due for renewal at that time. These include more than 40 major national contracts involving at least 3.5 million workers.

Principal among these contracts are those of the 1,200,000 metal-mechanical workers, the 800,000 construction workers and the 200,000 chemical workers. Negotiations are expected to be difficult and accompanied by much militant labor agitation and inevitable industrial strife.

The principal union demands are for substantial pay increases, reduction of the workweek to a 40-hour week (current average is 43) and fundamental changes and improvements in the area of worker and union "rights" and representation in the plants and at the factory level. Typical of the substantial wage demands being presented are those of the militant metal-mechanical workers unions which are demanding increases in basic contractual minimum wages in the area of 20-25%.

In July 1969, the overall labor force

stood at 19.6 million or 36.7% of the population (as opposed to 19.9 million or 37.5% one year earlier). Unemployment represented 3.2% of the labor force (it was 3.3% the previous year) while the distribution of the labor force by sector was 41.1% in industry, 20.6% in agriculture, and 35.1% in the services sector.

The Union of Italian Chambers of Commerce expresses similar views and finds the state of the Italian economy satisfactory, particularly in the industrial sector in which the internal and foreign demand have sustained a high level of production. Prospects, estimate the chambers, are somewhat clouded by the uncertainty regarding prices.

On the Italian economic scene the focus is on investments. Investment developments in the Italian public and private sectors should be of special interest to American businessmen. Important expenditures will influence, to a significant degree, the level of future economic activity in the country, and will have significant impact on the overall foreign trade outlook.

Since Italian state-holding companies control a large segment of manufacturing, in addition to employing a sizable labor force, developments in the public sector provide a clue to forthcoming government economic policies. That the state intends to sustain the cycle of economic expansion is evident from the recently published "Program Report" of the Ministry of State Holdings, which supervises and coordinates the execution of the 1969-1972 economic development plan. Planned investments over this period are set at over $8 billion which will be spent on various industrial projects, some of which involve activities outside of Italy ($960 million for the petroleum sector).

Ministry officials have indicated that this overall investment figure is currently being revised upward. For the current year Government-controlled enterprises plan to invest about $1.770 million.

A large share of total investment is allocated to the metallurgical sector for the expansion of production capacity, particularly for the Italsider plant at Taranto, for electrometallurgy, for non-ferrous metals, steel making and the manufacture of special steel.

The Ministry of State Holdings also reports that in the mechanical sector $528 million will be invested in the government-controlled Alfa Romeo Sud automobile plant which will have an annual capacity of 300,000 medium-sized cars. It is expected that plant construction, started in April of this year, will be completed by 1971.

Another key note of the investment program centers on the chemical industry, with expansion of existing facilities and construction of a new plastic processing plant and other projects.

Importance is also attached to the development of the infrastructure and services. For superhighway construction the approved plan involves investments totalling $1.424 million, while $1.264 million is destined for the expansion of international communication facilities and improvement of the quality of communication services.

Significant expansion is expected in air transportation. Alitalia, the state airline, with its fast expanding network, will receive important funds to cover its expanding operations and continuing purchases of U.S. equipment.

Other sectors of the economy for which investment funds have been earmarked include the national radio and television network, shipping and energy resources, especially in the field of hydrocarbons.

The authoritative *Confederazione Generale Dell'Industria Italiana* has just issued its extensive study of the prospects of the Italian industry over the years 1969-1972. The *Confederazione* has calculated that private investors will spend as much as $9 billion in economic development projects during these years. Taking into account the government's investment program, discussed above, this would mean that combined public and private funds earmarked for investments would reach the impressive amount of $17 billion from 1969-72.

The implementation of Italy's ambitious investment program, which is receiving top priority since it is designed to place the Italian industry in a better competitive position with its Common Market partners, will depend, in a number of sectors, on foreign technology. Import demand will remain a key note of the investment plan.

Trade with U.S. up

Italo-American trade increased during the first half of 1969. Based on Italian trade statistics, Italian purchases in the United States increased by 20.9% over the first six months of 1968, while Italian shipments to the United States registered a 22.6% increase.

With the exception of Italian imports of U.S. coal, which declined, practically all major import commodity groups showed notable increases, in particular imports of U.S. aircraft and parts, followed by non-electrical machinery, corn, metal working machines, copper, oil seeds and telecommunication equipment. The U.S. share of total Italian imports remained about 11.5%.

FOR SUPERHIGHWAY CONSTRUCTION Italy's 1969-72 development plan calls for expenditures totalling $1.424 million. This section of Italy's famous Highway of the Sun runs from Bologna to Florence.

Pakistan outlook is stable

New regime takes reform steps; import outlook good for development-oriented projects

The major development in recent months affecting present and future economic trends in Pakistan was the imposition of Martial Law and the replacement of former President Ayub Khan by General Yahya Khan on March 25.

The Economic Trends Report from the U.S. Embassy in Rawalpindi says that, despite the political nature of the civil disturbances, most of the proponents of change were genuinely interested in reforms and the new Government is responding to many of their demands.

Pakistan's need for non-grain surplus agricultural products including edible oil, inedible tallow, extra long staple cotton, tobacco, and non-fat dry milk continues. As West Pakistan wheat output has increased dramatically, need for wheat imports declined in fiscal 1969 but will increase again this year to help meet the import needs of East Pakistan. West Pakistan will have some grain to supply to East Pakistan but not enough supplies above its own increased consumption due to higher population and higher incomes and lower prices to meet the whole East Pakistan deficit. U.S. supplies of wheat and other commodities under PL 480 have been requested.

Strong import need

The need for imports of fertilizer, chemicals, drugs, iron, steel, bulk commodities also remains strong. Given the distance and freight rates involved and in some cases higher U.S. prices, the bulk of these items will come from the United States only to the extent that Agency for International Development (AID) financing is available. There is some evidence however that in tightening markets Pakistan may have difficulty obtaining the quantity of steel imports it needs from non-U.S. sources. Steel billets may currently be imported under untied conditions from Pakistan's resources. Also, opportunities for sales of a fairly wide range of other industrial raw materials and industrial components may be somewhat better this year as a result of provisions made in the July to December import policy for larger imports of such goods against untied sources.

Pakistan has allowed large U.S. private investments in fertilizer and pesticide production and there are indications that acceptable terms for foreign equity participation in steel, petrochemicals, cement, and other industries can be negotiated, provided U.S. private enterprise is interested and is willing in some cases to consider public partners. Funds for Cooley loans are available but may be in very limited supply against a substantial potential demand. Pakistan's interest in further foreign investment in agro-related areas such as foodgrain storage and agricultural machinery production remains, but has had only limited response thus far from private U.S. interests.

Credit is available

Current Eximbank lines of credit to Pakistan's major industrial lending institutions (PICIC and IDBP) are available, and high priority is being given by the Government to balancing and modernizing existing industry, the bulk of which is related to processing and manufacture of cotton and jute. However, utilization of Eximbank funds has been slow because of credit terms, particularly the impact of the down payment requirements and the period of repayment.

Planned investments in steel, cement and petrochemical and other industry during the Fourth Plan provide an opportunity for substantial further capital goods sales, but in some cases equity participation may be required (capital goods can be counted as foreign equity investment).

Foreign private investment in Pakistan is still predominantly British, resulting from pre-partition investments in industry, trading, banking, finance, and tea production. Since partition there has been relatively little foreign investment in the rapidly developed cotton and jute textile industries.

However, U.S. and European participation in a variety of other investments in petroleum refining and marketing, pharmaceuticals, dairies, and other areas have occurred, with the United States emerging as the fastest-growing source of direct investment. Two and possibly three large fertilizer plants in West Pakistan have been or are being developed with U.S. equity interest.

As Pakistan's industrial development turns to steel, petrochemical, cement and other basic industry and, from there, ultimately to more technologically intensive industry, the scope for foreign investment may continue to grow. Pakistan welcomes foreign private investment in a wide variety of fields, with continuing heavy interest for the present and near future in fertilizer and pesticide production and other agriculture-related industry.

The Martial Law Administration (MLA) under President Yahya Khan has announced its intention to act as a caretaker government during a transition to elected constitutional government. Nevertheless, it has taken several economic policy decisions responsive to many of the economic demands expressed during the agitation prior to Martial Law which will affect economic trends.

The MLA has:

- Moved to effect the collection of back taxes and repatriation of foreign exchange previously undeclared by the large monied interests;
- Imposed a substantially increased minimum wage scale for unskilled labor and has proposed to open up bargaining rights for all labor;
- Lowered the wheat support and issue price at the expense of the landowner and in favor of the consumer;
- Attempted to lower prices of other goods of common consumption through moral suasion and graded tax schemes, while at the same time increasing revenues through other new taxes;
- Offered substantial new incentives for private investment in East Pakistan and depressed areas of West Pakistan, including longer term bank facilities and Government equity contribution of up to 40% for small new investors;
- Proposed a bold new education and literacy program;
- Promulgated a Securities Exchange Ordinance regulating the stock market;
- Proposed a broad anti-monopolies law which could enable the government to force divestment of ownership to the public in existing public limited and private firms, and

• Proposed an addition of $84 million to the $1,029 million development program for fiscal 1970 which would go to support social objectives by increasing activity in education, health and low cost housing.

In general, the measures are directed toward taxing and otherwise curbing the excessive returns received by the largest industrial interests in Karachi and other more developed areas and providing additional relief or incentives to the smaller entrepreneurs, poorer classes, and to East Pakistan and other poorer regions.

Imposition of Martial Law on Mar. 25 terminated a period of industrial strife and was largely welcomed by business. However, the net effect of the MLA measures on private business in the first five months of its rule was an initial uncertainty which caused dislocations of economic activity. While these dislocations have shown some signs of subsiding in recent weeks, they remain substantial. The effect of the MLA measures on longer range business profitability and future investment decisions is still unclear.

Production by large scale industry grew an estimated 7% in fiscal 1969, as compared with a 14% target, continuing a trend of the Third Five Year Plan which reflects a short fall in anticipated development resources combined with enhanced emphasis on investment in agriculture. The Government has favored investment in balancing and modernization of existing industrial plants although investments in new cotton and jute textile and miscellaneous other new plants are also being approved. Increasing harshness of credit terms available for such investments has, however, been a brake on usage of the credits available.

Upgrading of industries

Interest is developing in upgrading cotton ginning facilities as well as modernizing cotton textile equipment. In the jute industry emphasis continues on the shift from hessian and sacking to broadloom largely for carpet backing.

Despite political developments, private domestic and some foreign private investment interest and activity is currently evident in both wings of the country although to a substantially lesser extent in East Pakistan than in West. However, prospects of more autonomy in East Pakistan combined with new incentives favoring investment in that Wing should cause foreign investors to look more closely at gaining access to that market through direct investment. There has been some recent investment in small private industries stimulated by the East Pakistan Small Industries Corporation. EPSIC has had $2 million in recent U.S. AID funds to finance new ventures such as cold storage plants built on its industrial estates throughout the province. Another $5 million is expected for EPSIC from the World Bank or Asian Development Bank for additional investment in similar small private industries.

Large scale industrial investment in East Pakistan is almost entirely public under the administration of EPIDC (East Pakistan Industrial Development Corp.) which has several new projects under consideration for the 1970 fiscal year and the Fourth Plan. They include an already approved $69 million cement plant, and a proposed 500,000-ton steel mill and $210 million petrochemical project in both of which foreign equity is desired. EPIDC recently accepted foreign equity partnership with European interests having 51% control of the enterprise.

Industrial performance in the country as a whole is expected to be significantly influenced by the effects of the new minimum wage for unskilled workers ranging from $25-30 per month compared with previous rates as low as $17. The policy has had the disrupting effect which could be expected from an increase so substantial in principle, producing considerable uncertainty about implications for the pattern of skilled and semi-skilled wages as well and leaving unexplored issues as to industry's ability to absorb the increases without price adjustment. The problems may be more acute in East Pakistan's weaker and more labor intensive private small industries and public industrial sector than in Karachi or other areas of West Pakistan.

Exports during fiscal 1969 grew an estimated 4.1% over the previous year, after a significant loss of exportable cotton by fire. This achievement compared with average annual targets of 10% which have been substantially realized in recent years. The falloff, after growth of 12% in the first eight months, occurred in the March through June period, apparently reflecting political disturbances and strikes in March and business uncertainty in the following months.

The falloff continued in July, a traditionally slack season, but there were signs of a possible pickup beginning in August.

Pakistan's export growth in recent years has been almost entirely in West Pakistan (cotton, textiles and miscellaneous manufactures) which now accounts

What's most wanted

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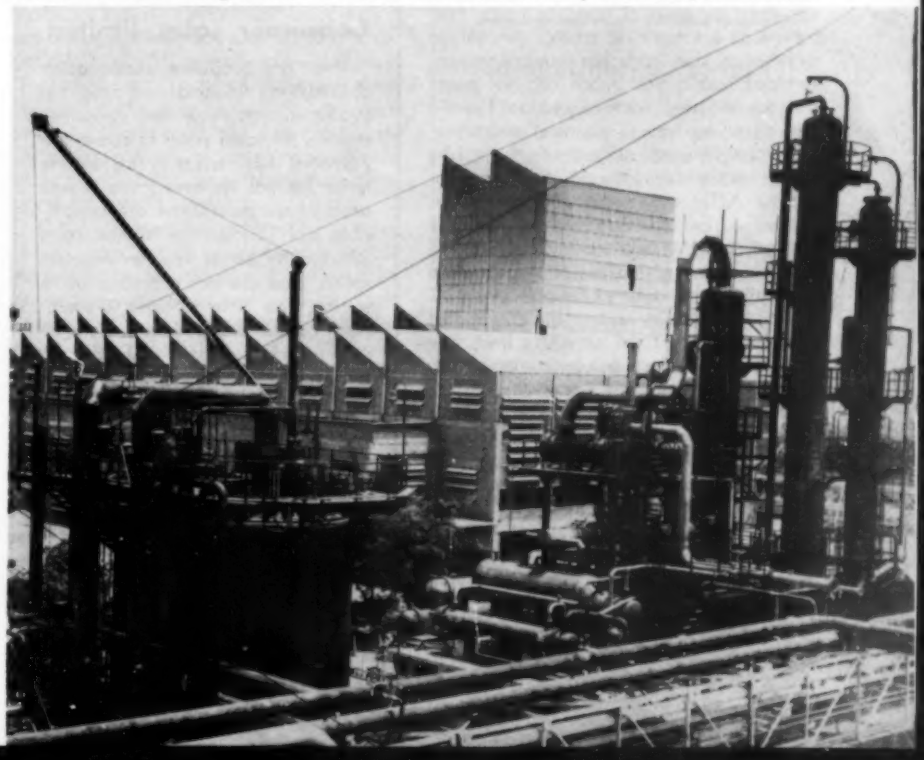
AGRICULTURAL NEEDS are expected to continue to receive top priority in Pakistan's Fourth Development Plan for 1971-75, now being drafted. This is the Daudkhel Fertilizer Factory at Daudkhel, West Pakistan.



INCREASING HARVESTS are creating the need for more farm equipment in Pakistan. This is part of a $1.5 million shipment of Allis-Chalmers all-crop harvesters enroute to Karachi from the firm's LaPorte, Ind., plant. It was the largest single order ever received by that plant.

for more than half of export earnings, while East Pakistan's exports (largely jute) remain fairly static. Given last year's low export growth, and the expectation of better domestic production levels, attainment of the 10% growth target in fiscal 1970 remains possible.

Total imports during fiscal 1969 amounted to $1,022 million, an increase of 4.5% over 1968. Owing to the large increase in wheat production, foodgrain imports during the year (directed almost entirely to East Pakistan) were roughly one third the level of previous years, thus indicating a somewhat greater percentage increase in non-foodgrain imports, largely fertilizer and capital goods and raw materials for industry. Such imports are heavily dependent on foreign financial assistance, particularly commodity loans from the U.S. Agency for International Development. AID commodity import loans signed during fiscal 1969 totaled $71 million, roughly half the level signed the previous year. Actual imports against the $71 million will take place in fiscal 1970. An additional $20 million for the import program to cover the necessary lead time for fertilizer imports has been authorized. Priority remains high for fertilizer imports, while there is a continuing need for iron, steel, nonferrous metals, chemicals and other raw materials for industry.

Foreign exchange and gold reserves at the end of August stood at $338.5 million compared with $195 million at the end of fiscal 1968. The substantial increase is in part attributable to use of $75 million of an IMF standby agreement, the last $35 million of which was drawn in early August.

Imports of materials by private industry during the present fiscal year may be somewhat more than aid availabilities and earnings alone could support, given the country's relatively improved foreign exchange and reserve position.

The increase in exchange availabilities provides a base from which it appears that some rundown of reserves will be encouraged in an effort to meet food requirements and fertilizer requirements, to increase total import availabilities, and stimulate production and growth.

Since the spring of 1968 monetary expansion has been restrained and private investment activity has been less than was anticipated. Plans for fiscal 1970 contemplate a substantial increase in the money supply to accommodate the anticipated speedup in activity. The easing of previously tight money conditions is evidenced by the fact that the interbank call money interest rate has stood at about 5½% for some months compared with 7% and above in the previous year.

Some recent steps have been taken to try to ensure that East Pakistan shares equitably in the limited bank credit availability which otherwise tends to go more readily to West Pakistan borrowers. Steps are also being taken to relax repayment requirements for term loans to small industry from five to ten years.

As a result of the 1965 war with India, temporary aid cutoffs, suspension of U.S. military assistance, heavy foreign exchange outlays for foodgrains during two bad drought years, and generally lower than anticipated foreign assistance, resources for investment in economic development during the Third Plan have been substantially below targets. An estimated $1,020 million for public sector development programs was spent in the fiscal year just ended compared with $1,197 million planned initially for the budget. A program of $1,113 million net expenditure is planned in the fiscal 1970 budget.

The Government plans to have a draft outline of the Fourth Plan (1971-75) ready for discussion this winter and to formulate the final version prior to the beginning of fiscal 1971. A World Bank study team now in Pakistan is expected to make a report on proposals for industrial and general development policy in the Fourth Plan. Continued major emphasis on supplies for agricultural production and investment in agriculture can be expected, with a hoped-for breakthrough to higher rice yields in East Pakistan. Higher priority to housing, health, education and other social welfare programs than in the Third Plan can also be expected, while interest in initiating a heavy industry base including ½-1 million-ton publicly-owned steel mills also remains. Serious attention is being given to the means of raising sufficient resources for these tasks in light of prospective foreign economic assistance levels, particularly greater mobilization of domestic resources.

The Yahya Government has continued the Ayub Government's policies of strengthening economic relations with Communist countries. These policies have succeeded in expanding Pakistan's trade with the Communist countries to the point where it accounted for about 15.3% of Pakistan's exports and 13.5% of imports during the first ten months of 1968-69. However, reports in the press and from businessmen indicate that targets for trade with the Communist countries are not being met because of Communist refusal to take Pakistan's manufactured goods and inability to supply goods needed by Pakistan. In view of these difficulties, it appears unlikely that Pakistan's trade with the Communist countries will continue to grow at the rate of the past few years.

On the aid side, the USSR's feasibility report on the proposed Kalabagh steel mill reportedly has led Pakistan and the Soviets to conclude that the mill would not be economic. Pakistan has also received a discouraging feasibility report from the Soviets on a proposed nuclear power plant in East Pakistan, and has reopened negotiations with a Belgian firm in regard to construction of the plant.

Consumer sales limited

With the probable continuation of Pakistan's financial and other restraints on non-essential consumer imports for some years to come, the potential U.S. market in this area is quite limited. However, this is one area where most items are importable only under the higher costs effected by bonus voucher requirements, and are not restricted as to source. The United States is somewhat disadvantaged by distance and therefore freight costs, and to a certain extent by cheaper products from other sources. Although sales of consumption goods may be increased as a result of new wage policies for low income groups, their demand is likely to be limited to food and other domestically produced consumer items.

Turkey's economy is vigorous but import quotas and investment restrictions are causing problems

Equipment and material shortages are creating difficulties for some firms, may interrupt rapid industrial expansion

Turkey's real gross national product is expected to increase by about 6.5% this year, according to the semi-annual Economic Trends Report from the U.S. Embassy in Ankara. This figure is near the average annual GNP rise since the inception in 1963 of Turkey's first Five-Year Plan. The dynamic industrial growth rate of over 10% is mainly responsible for the maintenance of an acceptable rate of overall growth in 1969, as agriculture, which comprises roughly one-third of GNP, is expected to rise no more than 2% this year.

Contrary to expectations at the beginning of 1969, commercial imports from the United States have not picked up in the first half of the year. The $63 million of U.S. origin imports between Jan. 1 and June 30 includes $20 million of Public Law 480 wheat provided under an agreement signed Feb. 6, 1969.

Compared to the $48 million in imports from the United States in the first half of 1968, in which there were no PL-480 agreements or deliveries, the U.S. position as a commercial supplier to Turkey has failed to meet expectations.

However, the January-June timeframe was characterized by foreign exchange transfer delays of from four to six months, a situation which tends to favor the nearby European supplier over the more distant U.S. supplier as the premium on reduced shipping time is increased for the buyer. The lengthy U.S. port strike in early 1969 played a role, as well.

Additionally, there was little in the U.S. Agency for International Development program loan pipeline during that period, while $40 million became available in July and August which will show up in second half 1969 imports. One major item, the $8.7 million sale of two DC-9 aircraft through the U.S. Export-Import Bank will show up as a September import, the month of delivery. The AID project pipeline is expected to provide Turkey with about $50 million worth of U.S. products during the full year, and about the same amount in 1970.

Growing possibilities

U.S. consultant-management, and computer hard and software firms should find growing possibilities if diligent effort is applied. Ironically, perhaps, the expanding relationship of Turkey with the European Communities (EC) could very well assist U.S. management and computer-related firms, as Turkish officials and businessmen are being forced to examine their competitive capability relative to EC industry. But, as always, Turkish official and business buyers have to be sold, which means that U.S. firms must dig thoroughly into the governmental, industry, tourism, and agricultural sectors to heighten their prospects for export sales.

U.S. engineering-contracting firms should also maintain a careful watch. Any slanting of priorities in favor of increased investment in power, tourism and industry could open new prospects for major project contracts. New emphasis on tourism facilities may provide openings for U.S. architectural firms, as well as suppliers of related equipment and materials.

As development of integrated tourist facilities is the announced policy of the Ministry of Tourism, other complete site development opportunities likely will be opened to international design competition, in which it could be worthwhile for U.S. firms to take part.

Interest of U.S. firms in exploring possible investment opportunities in Turkey at least temporarily seems to have declined. Among the few large ventures which have been approved in the past year are the Byron-Jackson pump manufacturing plant, and the Eaton, Yale and Towne automotive axle venture.

Pending investments

Other large scale proposals are awaiting approval by the Turkish Government and some major U.S. firms are investigating actively the prospects for their particular interests. Such surveys are occurring in the general agri-industry and tourism sectors, as well as more basic industry, but the interest in exploring possibilities in Turkey does not seem to be as widespread as expected.

A more novel field being actively explored is a current effort to organize a joint U.S.-Turkish firm in the data processing and computer soft-ware field to sell sophisticated data assembly, research, and interpretation techniques and services to official and private organizations.

Those firms that either have recently succeeded in obtaining approval for their proposals, or are engaged in trying to do so, describe the process as difficult and time consuming. While the State Planning Office, the executive agency responsible for reviewing and shepherding proposals through the required procedures, is consistently described as competent and helpful, most U.S. representatives consider the investment criteria as inadequate. For this reason, they feel, considerable time

Digest available

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Competition is strong

U.S. commercial sales to Turkey face increasingly severe competition from the United Kingdom, West Germany, and Eastern Europe and the USSR. These three groups of suppliers posted better sales records during the first half of 1969 than the United States, if the $20 million worth of Public Law 480 wheat shipped to Turkey during that period is deducted from the U.S. total of $63 million.

While the competition is strong, however, increasing development interest in agri-industry, tourism, and a growing recognition of the necessity to improve efficiency in industry provide improved prospects for U.S. sales to Turkey.

and effort is often lost in reviewing and redoing proposals.

A specific problem causing concern to existing U.S. investors centers on the right of the parent foreign firm to receive foreign exchange payments for technical know-how provided to the Turkish firm. Two U.S. firms operating for several years in Turkey have been informed recently by the Ministry of Finance that technical service fees cannot be remitted after five years. In each case the original investment decrees provide for the payment of these fees without specification of any time limit.

Protection is vital

In the immediate cases, various legal remedies are being pursued. The final rulings will, of course, be of interest to many potential U.S. investors, who should be certain that they protect themselves on this issue.

A recent device being introduced by the Turkish Government into investment approvals and operations of some existing foreign firms is a requirement that sufficient product be exported to meet any import needs of the firm. The requirement presumably has been introduced as one response to the aggravated balance of payments situation. Businessmen are concerned, however, that this requirement conceivably might be extended to meet other foreign exchange requirements of foreign firms.

This system appears to be expandable to include such items as profit remittance, know-how or patent/copyright/licensing fees, etc. Carefully prepared investment agreements would seem to be the most appropriate solution for foreign firms at present to the imposition of such restrictive conditions.

While certain members of the local press and a limited group of political figures periodically find cause to denounce foreign investment as exploitation of the fatherland, the general government, business community and public attitude is favorable to foreign participation in the economic life of the country. Such denunciations should not be of great concern to potential investors and should not discourage them from further investigating possibilities for investment in Turkey.

Turkey's economy is vigorous but showing signs of strain. Much of the current stress arises from an unfortunate combination of unfavorable May-June weather conditions which has reduced the Anatolian native wheat crop, as it did in 1968, so that despite increased planting and a good harvest of high-yielding Mexican wheat in the coastal areas, no more wheat was produced this year than last. Natural forage for livestock was also severely affected.

TURKISH WOMEN get an assist from imported machinery in the grading and packing of fruit. Unfavorable weather conditions in May and June are making this a rather poor crop year in Turkey.

Extraordinary measures have been taken this year to reverse a 5% export decline in 1968. Export rebates are being made applicable to a steadily increasing number of exportable products.

This program appears reasonably successful when measured by the end-July 7% export gain over 1968. However, the cost to the national budget in terms of both lowered receipts and higher transfer payments has been considerable. Should the current 7% rate of increase over 1968 continue for 1969 as a whole, total exports would reach $530 million.

One income item that is expected to exceed its planned target this year is the inflow of remittances from the nearly 300,000 Turkish workers abroad. By the end of August, receipts were $14 million ahead of 1968 ($78.9 million January-August), and officials were expressing confidence that the year's total would reach at least $130 million.

Foreign aid is down

While export, tourism and remittance inflows are moving up relative to last year, the other major receipts component, foreign aid, has fallen off. For 1969 total program aid and debt relief by members of the Organization for Economic Cooperation and Development Consortium for Aid to Turkey will be about $115 million, a decline of $17 million from the 1968 level of $132 million (U.S. FY 1969 aid was $40 million).

Project assistance by Consortium members has also fallen, from $156 million in 1968 to $134 million in 1969. An additional $76 million has been pledged by a group of six Consortium members to finance the construction of the "Eurasia Bridge" over the Bosporus at Istanbul, but an unspecified portion of this amount will come out of current 1969 project pledges.

Five industrial projects assisted by the USSR are in various stages of progress, but it will be 1972 or 1973 before they are of significance to the economy. The total value of the Soviet aid to be provided in the form of plants and equipment, notably for a one million ton per year capacity steel plant at Iskenderun, a one million ton per year oil refinery at Izmir, an aluminum complex at Seydesehir and two smaller projects, will be in the range of $300-340 million. These plants will be paid for with Turkish exports over 15 years at 2.5% interest per year through the USSR-Turkey Trade and Clearing Agreement.

Tourism, which many observers consider Turkey's least developed resource with a very high potential, continues to provide increased foreign exchange earn-

ings, but they have not yet reached substantial figures. Moreover, in response to growing prosperity and legitimate business/official needs to travel, as well as the pilgrimage to Mecca, Turkish tourism and travel expenditures continue to more than absorb the country's income from foreign travelers. The net balance of this account for 1968 was a deficit of $9 million. A reduction this year of the deficit to $5 million will be considered good progress.

Inflationary pressures

Inflationary pressures have continued this year, arising principally from high Central Bank financing of agricultural, State Economic Enterprise (SEE), and private sector credit needs earlier in the year. While these credit accounts have now stabilized, the national budget accounts currently are running a higher deficit than last year. Nevertheless, the Government has resisted vigorous complaints from the business community that tight credit is restricting operations.

Official organizations have not been restricted to the same degree as the private sector and are carrying on their investment programs with their own and the Central Bank resources. Heavy spending on their many projects and operations appears to be an important source of inflationary pressure which will remain strong until the Government slows down the public sector investment program from its present rapid pace.

Overall, general living costs are expected to increase by 4.5% over 1968, while the Industrial Raw Material and Semi-finished Product index will move up about 6%. The General Wholesale Price index will rise about 6.5% as increases in the Food and Fodder component move ahead of the Industrial segment of the index. It will be difficult to relieve the pressures forcing these prices upward and increases of about the same magnitude must be expected to occur during the first half of 1970 as well.

Import difficulties hurt business

Industrial output has been troubled to an increased extent this year by a number of equipment, raw material and other import shortages. The assembly industries, concentrated in automobiles, trucks, light household appliances and pharmaceuticals, have probably suffered the most from reduced or long-delayed imports.

The second-half 1969 quota import program (23rd) allocates only $113.3 million to meet the basic needs of this group and is lower by $20 million than the amount set aside for the second half of 1968 (21st). The total 1969 quota import program of $235 million is $5 million less than the amount that was made available under the quota import program in the preceding year.

U.S. TIRE MANUFACTURERS in Turkey use equipment and materials imported from the United States. The quota system has complicated operations for some firms by reducing or delaying required imports.

One ostensible reason for these reductions is to allow provision of a larger share of available funds to the Liberalized List imports, i.e., approved imports requiring only a foreign exhange allocation. However, these imports require high advance deposits, up to 150% CIF value for some items handled by private importers, which, given the tight credit picture, is a factor that limits their importation into Turkey.

Additionally, a larger share of 1969's imports, which will probably total about $790 million, can be assigned, as need arises, to bilateral trading partners. Trade of this type is likely to account for 20% or more of total imports in 1969, an increase of about 4% over 1968. While dissatisfaction with the quality of Soviet and Eastern European imports is often expressed by Turkish importers and industrialists, these goods are much more easily acquired, in the main, than those products that must be paid for in hard currencies.

Despite the manifold problems facing them, businessmen seem to be doing reasonably well this year. Demand for goods remains high, and the business community reportedly finds the means to encourage purchasing by consumer credit arrangements which restrict the effectiveness of official anti-inflationary measures.

Promissory notes are being used increasingly as a substitute for normal credit sources, but this has led to a rise in protested bills. Given the current inflationary pressures, and the Government's effort to deal with them, such adaptations and arrangements will probably continue in use until some fundamental changes in Turkey's financial structure can be made.

All parts of the economy and population face continuing problems and difficulties, yet all are making progress. Although new industrial installations, improved or new roads, schools, hospitals, irrigation works and other infrastructure dot the landscape, not everyone is content. There are increasing signs, however, of a willingness to re-examine the policies followed by the Turkish Government in the mid-sixties and to correct errors that may have appeared.

Colombia in steady gains

Moderate, balanced growth gives rise to business confidence; election due in spring

Forward economic momentum continues in Colombia, gaining force at a moderate and balanced rate. Steadiness rather than headiness is the business mood, according to the Economic Trends Report from the U.S. Embassy in Bogota.

Some favorable things are going for Colombia. First of all is a determined government with a coordinated economic program and long-range planning. As a corollary of this, a comparatively high order—for Latin America—of economic and political stability. These factors, along with rising foreign trade levels, expanded industrial and agricultural output, and growing domestic sales have produced business confidence. Prospects for real GDP growth of over 6% in 1969 appear excellent.

Colombia is expected to import about $790 million of goods (f.o.b.) in 1970. The U.S. market share in 1968 was about 50% of Colombia's total imports and about 38% of commercial (or non-Government-financed) imports. Those percentages applied against the import totals multiply to an interesting piece of business.

Naturally, there is no guarantee that the traditional percentages will hold as regards U.S. market share. In fact the percentages recently have fallen somewhat. Competition is stiff from other suppliers, especially Western Europe and Japan; and Latin American countries have been increasing their trade shares.

Maintenance of U.S. sales will depend among other things upon competitive price, credit and delivery terms and upon vigorous, organized sales work. The Colombian import market is a growing one. It is definitely worth the effort to pursue. Among other things U.S. companies should be alert to export opportunities in connection with public investment projects involving international bids.

Shipping discrimination

U.S. exporters may well find their choice of carriers affected by the Colombian Government decree of July reserving at least 50% of general commercial cargo for transport by Colombian flag ships. Similarly, U.S. companies in Colombia may find themselves influenced in their freight service choice.

As of Sept. 15 the Government had not yet begun to apply the reservation provisions, although implementation was anticipated after completion of a carrying capacity study. The Foreign Trade Institute will implement the shipping reservations by stamping certain import or export licenses for transport of goods by Colombian ships. The exporters and importers should be prepared to make necessary adjustments.

Another point for the U.S. supplier's attention is that the positive list for Colombian import licensing under AID financing has been expanded recently. There are certain incentives for the use of AID-financed import licenses. There is also some extra paperwork involved. Business opportunities of various importers and suppliers are affected by what items are or are not on the positive list. Interested parties may check with the American Republics Division, U.S. Department of Commerce (BIC-886), Washington, D.C. 20230 or its field offices for details.

U.S. companies doing business with or in Colombia should keep an eye on tax bills now before the Colombian Congress and any others that may subsequently emerge as the Government confronts the need for larger fiscal resources. The sales tax bill is perhaps of most significance to businessmen. Higher sales taxes, if enacted, could influence consumer demand and also increase working capital of producers and distributors.

In the light of growing nationalist mood in Latin America it is well to look at current trends in Colombia. Colombia has a long tradition of respect for contracts, cooperation with foreign investors, and a bilateral approach in negotiations. There are no nationalization issues at play, no burning contentions between foreign companies and the Government.

There is a firm emphasis, however, on "national interest" and State participation in key areas. This was evidenced in the July decree reserving at least 50% of general commercial cargo for transport by Colombian flag vessels. It also appears in the mining bill now before Congress that provides for the extinction of mining rights in favor of the nation, if the titleholders fail to determine probable reserves and initiate exploitation within stated periods.

Other instances include the proposal to reserve territories for the State oil company, outside the normal concession criteria of the 1961 oil law; the Government policy of equity participation in new automobile assembly plants and in the proposed foreign investment project for nickel ore mining; the official support for elimination of product (but not process) patents; the Government's restrictive norms for approval of royalty contracts involving exchange remittances; Government spokesmen's announced preference for loans rather than foreign private investment as an instrument for development assistance; and, finally, in President Lleras' comments before the National Press Club during his June visit to the United States, to the effect that private foreign investment is not an unmixed blessing for the recipient country.

Colombia remains open to foreign investment. The present Administration indeed welcomes such investment when, in the Government's judgment, it makes a real contribution to national development. The Government sets the norms. Private investors will find open scope for projects and contracts that give mutual satisfaction to individual and State. And the emphasis increasingly will fall on 'mutual.'

Foreign exchange reserves have shown further improvement this year. Colombia has been helped in this respect by sizable

Impact of Andean accord

The signing in May by Colombia, Ecuador, Peru, Chile and Bolivia of the Andean Agreement for subregional economic integration will also affect Colombia's trade. Desiring a more gradual approach to a subregional common market than envisaged in the Agreement, Venezuela did not adhere. The Agreement becomes effective when documents of ratification have been submitted by three or more of the signatory nations. This is expected soon.

Trade effects of the Andean Agreement probably will show up only slowly at first. Still, the U.S. company doing business in Colombia will want to watch the integration process with steady attention.

international credits, although the growth in minor exports (everything except coffee and petroleum) has also been significant. Minor exports should exceed $218 million in 1969, compared to $178 million in 1968. This is encouraging, since the permanent answer to the country's structural balance of payment problem lies in greater export earnings. The hard challenge, of course, is to maintain substantial minor export growth year by year.

As a direct consequence of more liberal licensing by the Foreign Trade Institute, import levels are also up. For the first seven months of 1969 reimbursable import licenses averaged $50 million a month, nearly 19% above the average for the corresponding period of 1968. Industrial production and retail sales likewise have registered good gains.

The price movement, as measured by the cost of living index, is moderate, advancing at approximately an annual rate of 7%, as in 1968.

Annual wage increases under collective bargaining agreements are continuing moderate in scale. Negotiations reportedly are proving more harmonious than a year ago. The means of payment have recently expanded faster than deemed desirable by the country's monetary authorities. The latter have responded by raising reserve requirements and imposing stronger controls on commercial bank reserves. Bank credit has expanded more or less in line with the Government's target, although as nearly always a tight credit situation prevails from the businessman's point of view. Fiscal collections to date in 1969 are on target.

Large public investment programs continue to be a major factor in stimulating the economy. Projects big and small throughout the country add up to an impressive picture. By comparison, private investment activity is less heralded.

At this period the economy is moving ahead. Whether the momentum will carry on for a lengthy period must be tested by time and events. Inevitably there are precarious elements in a developing country's economy. Things to watch especially in the immediate months ahead are the fiscal situation—private savings and investments, the rate of export growth, and Congressional cooperation with the Executive Power in an election year.

In the last several years the Government has expanded its investment budget at a rapid pace. Improvements in planning and administration have much increased the public agencies' capacity to absorb investment funds effectively. Numerous development projects in electric power, public water systems, transportation, education, and agriculture are under way.

U.S. EXPORTERS MAY FIND their choice of carriers limited by a new decree reserving at least half of commercial cargo for Colombian flag ships. Above, workmen at the port of Barranquila. (World Bank Photo)

The Government has had considerable success in obtaining credits from the international lending agencies for its development programs. The financing problem now centers on local currency contributions rather than on foreign exchange availability. The 1970 initial budget bill brings this to light. Not only, as publicly stated, are the investment budgets in key areas less than the Planning Department calculates are needed for on-going and contemplated programs, but also a part of the 1970 investment budgets is conditioned on Congressional passage of pending fiscal and revenue bills.

Expansion of the Colombian economy carries with it the requirement of an increasing volume of import supplies: the raw materials, semi-processed goods, and capital equipment to sustain the production processes. The Foreign Trade Institute has programmed reimbursable import licensing at $600 million in 1969. It has not yet announced the 1970 plan. The Institute probably will raise reimbursable licensing levels. In any event, reimbursable license levels can hardly be lowered—at least not without endangering the economy's growth rate.

Total import trade with the inclusion of non-reimbursables appears almost certain to be higher in 1970 than in 1969, since considerable equipment will be coming in under project loans. The overall increase will perhaps be on the order of 10% or so.

The Colombian Government also looks for export growth in 1970, through a strengthening of international coffee prices. Each penny's rise in the international price of Colombian coffee means $8 million more of foreign exchange earnings on an annual basis. The Government projects a further increase of about 20% in minor export earnings. The fulfillment of such projection cannot be guaranteed, even though minor export development is now progressing in a lively manner.

Crude oil exports should definitely increase in consequence of the promising Texaco/Gulf fields in Putumayo, which went into production in March. Needless to observe, as Colombia's exports grow, so does Colombia's capacity to import.

Political emphasis

With President Lleras having entered his last year of office and with national elections coming up in the spring of 1970, one can expect Colombian thought and action to take on a mounting political orientation.

There will probably be a smooth transition from one Government to the next, and a degree of continuity in economic/social policy. On the other hand, there will be special features in the intensifying political environment. The reader can view the situation as he knows it in a U.S. presidential year. It will help the U.S. businessman to bear the political framework in mind. This will aid him in interpreting actions on the Colombian scene as they develop during the next six months.

Japan eases remittance curbs on current, capital transactions

Move is culmination of program begun in 1963; restrictions on entry of new equity investment, however, are not affected

The Japanese Ministry of Finance has liberalized foreign exchange controls on certain current and capital transactions, including remittances of blocked accounts of "yen-based" companies and "yen-based" stocks. The new regulations became effective Sept. 1.

Remittance of current and accumulated earnings and liquidation proceeds of "yen-based" companies will now be permitted upon application to the Bank of Japan.

Prior to July 1, 1963, foreigners unable to invest in Japan on a validated basis—which guaranteed remittance of earnings and repatriation of principal—were free nevertheless to invest on a so-called yen basis. Under the latter system, the foreign investor agreed to accept yen rather than foreign exchange payments.

The yen-based option was eliminated in 1963, and later regulations provided that earnings (but not liquidation proceeds) of yen-based companies accruing on or after Apr. 1, 1964, could be freely remitted with Ministry of Finance approval. Pre-Apr. 1, 1964 earnings, as well as past or later liquidation proceeds, could be put in a non-resident yen deposit (blocked) account and remitted over a period of years, at the rate of 20% of the outstanding balance in that account at the end of the preceding year.

The new action thus means that all yen-based investment will now receive the same treatment as formally validated or approved foreign investment—earnings and principal may be remitted with Bank of Japan authorization which is supposed to be freely granted.

Similarly, remittance of accumulated and current dividends and liquidation proceeds of "yen-based" stocks will also be permitted upon application to the Bank of Japan.

As a complementary but somewhat more comprehensive action, legally acquired yen held in non-resident yen deposit accounts may be remitted in foreign currency or transferred into free yen accounts up to the amount outstanding as of July 31, 1969, estimated by the Ministry of Finance to total $6.4 million. Non-resident yen account balances accrued after July 31 may be remitted or transferred to free yen accounts annually at the rate of 30% of the balance outstanding at the end of the previous year (formerly 20%). In addition to largely reflecting deposits resulting from proceeds related to yen-based companies and yen-based stocks, such accounts also included proceeds from the disposal of real or fixed property acquired with yen for dwelling purposes, which now may be freely remitted.

None of these actions, however, affects the regulations governing the entry of new foreign equity investment, which continue to be highly restrictive.

At the same time, the Ministry of Finance announced the following additional changes:

- Remittance by resident foreigners of current income will be permitted, without special requirements, upon application to the Bank of Japan. Formerly, the applicant had to satisfy the requirements that the recipient was a member of his immediate family and that the remittance was for living expenses.
- Resident foreigners relocating outside Japan may take out a maximum of $50,000 upon application to the Bank of Japan. The former limit was $10,000.
- Japanese parent firms may guarantee foreign borrowings of overseas branches up to 360 million yen ($1 million) per branch. Such guarantees were formerly limited to 100 million yen ($270,000).

Foreign exchange regulations outlined in the Overseas Business Report (OBR 66-70) titled *Establishing a Business in Japan* are modified by changes.

Chile lowers prior deposits again, some are eliminated

The Central Bank of Chile has announced a further reduction of prior deposits. The rates were reduced from 40% to 30%, 90% to 60%, and 180% to 120%.

Rates that were previously 15% have been eliminated. Also eliminated on several items were prior deposits that were previously higher than 15%.

For more detailed information concerning the items that were affected contact the American Republics Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

French Premier proposes social, industrial reforms

In a speech to the French National Assembly on Sept. 16, Prime Minister Chaban-Delmas proposed a two-phase attack on France's economic and social problems in an effort to build a "new society."

The main effort will be continuing and long-term. Basic objectives and medium-term implementing policies will be discussed as part of preparation of the Sixth Economic and Social Development Plan for the period 1971-75. In the meantime, education appropriations in the 1970 budget will be increased at twice the rate of those for other ministries; objective public information will be insured by reducing governmental control in the television-radio monopoly; and decentralization of governmental authority in nationalized enterprises will be undertaken.

Proposed industrial development steps are: (1) creation of a new industrial development institute to be organized and managed as a private corporation; it will invest temporarily in stock of private firms which need capital resources; (2) accelerated efforts to retrain the unemployed and develop a more skilled labor force; (3) increased construction of highways, telephone systems, and public housing, in order to promote regional development and improve the national economic infrastructure; (4) development of a competitive agricultural policy, with aid directed more to assisting individual farmers rather than price support programs.

The Prime Minister also proposed several long-term social reforms, including new labor-management bargaining procedures, modification of the minimum wage system, and increased social assistance programs.

World Bank Group lends $91 million in India, Kenya, Ghana and Uganda

$55 million credit to India will assist $700 million railway expansion program; highways in Kenya and Uganda, Ghana fishermen also benefit

The World Bank and its affiliate, the International Development Association (IDA), have approved financing equivalent to $91.4 million for the expansion of the fishing industry in Ghana, highways in Kenya and Uganda, and railways in India.

A $55 million interest-free IDA credit to India will cover part of the foreign exchange costs of the investment program of the Indian Railways for the two years 1969-71, which calls for a total outlay equivalent to $709 million. The Indian Railways are one of the largest in the world. Since 1951 both passenger and freight services have been greatly expanded which has required large outlays on plant and equipment to which the World Bank Group has given its continuing support.

The current plans of the Railways call for emphasis on improved efficiency of operations, particularly more intensive utilization of plant and equipment. The two-year program provides mainly for rolling stock (44%), line capacity works and signaling, track renewals and bridge work, and electrification.

A $23.5 million World Bank loan to Kenya will cover the foreign exchange requirements of a $36.3 million project which includes the construction, reconstruction or improvement of approximately 1,000 miles of roads, including 85 miles of trunk roads, 288 miles of feeder roads, 268 miles of roads in an area being developed for sugar production, and 366 miles of roads in new farm settlement areas; engineering services; and a study to improve the organization of the Ministry of Works. The project continues the support extended since 1960 by the World Bank Group in expanding and improving Kenya's road network, and should result in major benefits to agriculture and tourism.

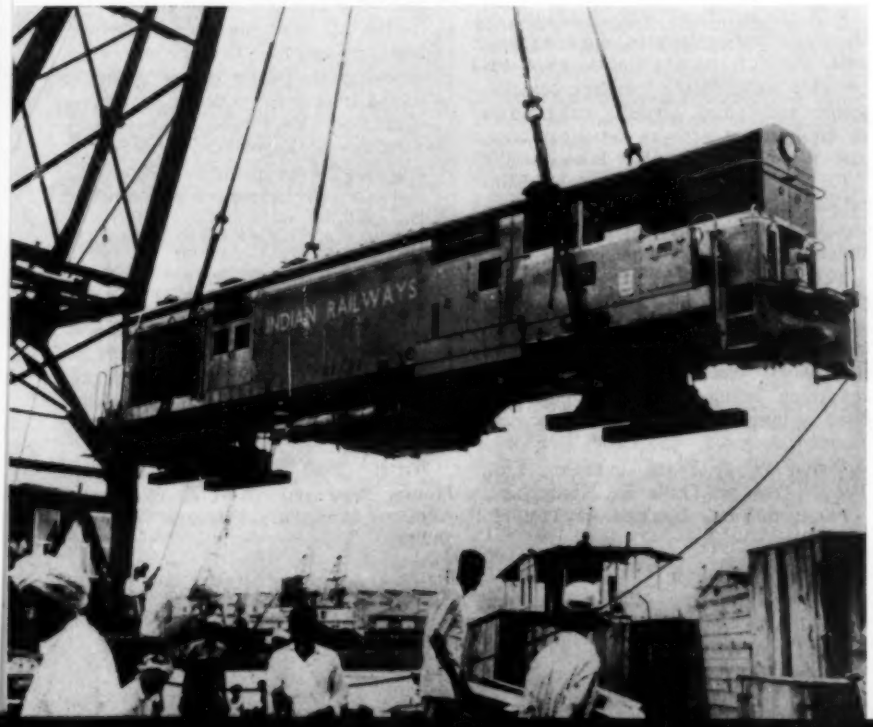
Interest-free credit

Another interest-free IDA credit—this one for the equivalent of $11.6 million—will help Uganda finance the foreign exchange costs of a $16.6 million project which includes the construction or reconstruction of about 412 miles of primary, secondary and agricultural roads, and the detailed engineering of a further 248 miles of roads; a road investment and maintenance study; and technical assistance to strengthen the Ministry of Works, Communications and Housing which will execute the project with the assistance of consultants.

The project will improve Uganda's primary road links with neighboring countries and secondary roads in populated and economically developed areas. It will also open new areas for agricultural development and give impetus to tea production which is expected to become a major source of foreign exchange by the mid-1970s.

A $1.3 million IDA credit will assist Ghana in carrying out the first stage of a long-term plan to expand its fishing industry. Ghana is favorably located in relation to deep sea fishing grounds off west Africa and its coastal waters are rich in fish.

A U.S.-MADE LOCOMOTIVE, one of 133 sold to India in a single year by Alco Products of Schenectady under an earlier railroad improvement program, is transferred from ship to dock in Bombay.



IFC assists Philippines' private telephone network

The International Finance Corporation, the World Bank affiliate that invests in private businesses, has purchased a substantial portion of an $11 million debenture issue by the Philippine Long Distance Telephone Company (PLDT). Organized in 1928, PLDT accounts for 75% of all telephones in the Philippines.

The debenture issue is part of an estimated $180 million, two-phase expansion program which is due to be completed in 1972. The program provides for a major increase in the number of telephones in service and for setting up additional long distance facilities.

IFC purchased $4.5 million of the debentures and the balance of the issue has been sold to institutional investors in the United States, in a private placement arranged by Loeb, Rhoades & Co., and House of Investments, Inc., PLDT's investment bankers, in New York and Manila respectively. PLDT stock is listed on the American and Pacific Coast Exchanges and on the Manila and Makati Stock Exchanges in the Philippines.

In 1967, a group of Philippine businessmen formed Philippine Telecommunications Investment Corporation (PTIC), which purchased the holdings in PLDT of General Telephone & Electronics Corporation (GT&E) of the United States and took over management and control of PLDT. GT&E continues to provide technical assistance to PLDT.

Six British companies seek licenses or affiliations with U.S. manufacturers

Products for consideration include fluid controls; electrical machinery; spectrophotometers; electro-mechanical, optical goods; magnetic parts

Six manufacturers in the United Kingdom are seeking licenses or arrangements with U.S. firms. The products under discussion include fluid control equipment, electrical machinery, earth moving equipment, spectrophotometers and allied equipment, small electro-mechanical products and electro-optical and magnetic components.

• A British manufacturer of fluid level alarms, controls and safety devices seeks licensing agreements and is interested in the production and distribution of level indication and control equipment for all types of substances, flow metering and control apparatus and other types of process control instruments associated with fluid control. The British concern is also a distributor of solenoid valves and heating and ventilating instruments.

Write: Ronald Trist Controls Ltd., Bath Rd., Slough, Buckinghamshire, England. WTD. **P-70195.**

• A British manufacturer of aircraft and aerospace rocket components, press tools, molds and jigs seeks a license to make the parts for a product it would also assemble. As an example of the type of product it wishes to manufacture, the firm cites commercial electrical machinery such as fractional H.P. motors. The company employs about 180 and is affiliated with a major British holding company.

Write: The Plessey Company Ltd., Enfield Tool Division, Alma Rd., Ponders End, Enfield, Middlesex, England. WTD. **P-70197.**

• A license to manufacture earthmoving equipment is sought by a major British producer of wheeled tractor shovels used in the quarry and construction industry. The company is interested in making hydraulic excavators or other newly developed products in the construction equipment industry.

The British firm's product line includes front end wheeled loaders, four wheel drive agricultural tractors, special purpose axles and gear boxes and special purpose vehicles. It operates a well equipped plant near the London airport. The firm is a subsidiary of a British holding company.

Write: Bray Constructional Equipment Ltd., Faggs Rd., Feltham, Middlesex, England. WTD. **P-70196.**

• Ross Scientific Company Ltd., a manufacturer and exporter of fully fused spectrophotometer cells, infra-red spectrophotometer accessories, synthetic crystal windows for infra-red and prisms, lenses and mirrors for spectrophotometers is interested in manufacturing under license or representation arrangements in the U.K. for American firms. Although it prefers to concentrate on products allied to spectrophotometers, the company does have outlets for general laboratory accessories.

W. J. Ross, managing director, believes the firm can offer a significant advantage to U.S. firms wishing to expand their export market since Ross Scientific can export on their behalf to customers within the British Commonwealth under preferential customs tariff agreements.

Write: W. J. Ross, Managing Director, Ross Scientific Company Ltd., P.O. Box No. 2, Hornchurch, Essex, England. WTD. **P-70198.**

• A manufacturer and distributor of electronic lighting lanterns, dimming controls, electrical curtain tracks, stage engineering, cable trunking, electric cubicles, mimics and control panels is interested in an arrangement with an American company to manufacture under license in the U.K. any suitable small electro-mechanical products which can be sold through its own sales force to architects, consultants, and educational institutions.

The firm indicates it has a distribution network throughout Britain with salesmen and engineers in communication with electrical wholesalers, major electrical contractors, electric power authorities, consulting engineers, and architects. It owns a large workshop for wiring and assembly.

Write: W. J. Furse and Co., Ltd., Theatre Division, Traffic St., Nottingham, Nottinghamshire, England. WTD. **P-70199.**

• Moore, Reed, and Co. Ltd. manufactures A.C. and D.C. motors, synchros and resolvers, contact and optical encoders, electronic converters, electro-optical translators, specialized electronic products, linear transducers, systems, stepping units and electro-mechanical assemblies.

The firm is attempting to locate American firms who make electro-optical and magnetic components and who are seeking a licensing arrangement with a British firm for the manufacture and distribution of their products in the U.K. and Europe. In general, any products which require expertise in electro-optical and magnetic techniques, and which can be sold through Moore, Reed's existing network of representatives and agents throughout Europe should be of considerable interest.

Write: Noel Parkinson, Director, Moore, Reed and Co. Ltd., Walworth, Andover, Hampshire, England. WTD. **P-70200.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Eligible U.S. firms can bid on NATO airport in Greece

The Directorate of Public Works, Royal Hellenic Air Force Command, 9 Lycourgou St., Athens, will accept bids on Nov. 17, for a NATO project involving the construction of additional works at the Andravida Airport in the Peloponessus. The works include buildings, electromechanical installations, roads and pavements. The project, estimated at 30 million drachmas ($1 million), will be performed under a single contract.

The tender is open to qualified firms from NATO countries—except France—which have been certified by their respective governments as eligible for NATO international competitive bidding from technical, financial and security standpoints. The project has been classified restricted and the tender documents, scheduled for distribution to eligible bidders on Oct. 13, will also be classified restricted and will be available in Greek only. In view of their classification, tender documents will be handled by the NATO Embassies in Athens.

The American Embassy will forward tender documents to eligible U.S. firms which request them. The price of the tender documents has not yet been determined. The American Embassy will notify the U.S. Department of Commerce when the price is decided. Contact the Construction and Building Materials Division, Room 4813, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

In compliance with NATO regulations, the issuing agency has set Oct. 12 as the deadline for the expression of interest to bid by prospective bidders. The issuing agency has explained, however, that failure on the part of prospective bidders to conform to this time requirement will not disqualify them.

For information on qualifying to be placed on the list of U.S. firms certified as eligible to bid on NATO contracts, contact Wallace H. Pederson, International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Belgium asks NATO firms to submit bids on API tubes

The Belgian Ministry of Defense is inviting bids for work to be done under the NATO Infrastructure program. The work will be allocated in two separate bids: the first—No. KTC/PL/IN/379-1/69/109—is for the supply and installation of 40 kilometers of API tubes 12" in diameter; the second—No. KTC/PL/IN/379-2/69/110—is for the supplies and work necessary for the control and checking of the welding of these tubes.

The estimated length of the job will be one year for each project and the estimated cost is $2.07 million for the first phase and $30,000 for the second phase.

Firms desiring to submit bids must register before Nov. 15. However, only U.S. firms certified by the Department of Commerce are eligible to bid on NATO projects. Therefore, interested firms should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

India to purchase lamps, fixtures and regulators

The Directorate General of Supplies and Disposals (Electric Stores) Parliament St., New Delhi, will purchase thirty-six 1000 watt high pressure M.V. lamps flood light fixture complete with ballast, 36 spares for above; one each ten kw. constant current regulation; one each four kw. constant current regulator; 100 kgs. Epoxy resin, Tender Ref. No. D/ENQ/2698, bid deadline Nov. 4. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Division, BDSA, Room 2124, Department of Commerce, Washington, D.C. ★(202-967-4241).

Television system sought by government of Qatar

The Government of Qatar, has issued a tender for the supply of a television system. The bid deadline is Oct. 15. Bids should offer a television system to operate 5 to 6 hours nightly, seven days a week to cover Peninsula of Qatar (5,000 square miles). Signals should reach Bahrain, Eastern region Saudi Arabia, and Trucial States.

Tender containing prices of equipment in sterling, cost of installation, specifications of equipment and time required for delivery and installation should be addressed to the Department of Information. Interested firms may wish to telegraph Department of Information, Government of Qatar to seek extension of deadline.

Greek tunnel project opened for bidding

The Greek Ministry of Public Works is seeking tenders on the construction of the Ghiona tunnel and Mornos river intake structure. Total cost of the project has been estimated at 363,000,000 drachmas ($12,100,000), of which 71,888,303 drachmas ($2,396,276) are provided for contingencies.

Qualified firms can participate in the bid provided they accept and undertake to cover 25% of the construction cost in drachmas, to be refunded in five years at an interest rate of 5% per annum, under the guarantee of the Government of Greece. Bid deadline is Oct. 31.

Sets of tender documents may be obtained for 150 drachmas ($5.00) each from the Ministry of Public Works, Hydraulic Works Services, 7 Themistocleous St., Athens, Greece.

A series of 24 drawings of the Ghiona tunnel can be obtained separately by interested persons for 326 drachmas ($10.90) from a private Greek photo-copying establishment, Marangos-Koutsoumaris, 18 Aghiou Constantinou St., Athens, Greece. Air mail postage to a U.S. address would cost $12 to $15 (the exact weight is not available). The American Embassy, Athens, Greece, will assist U.S. firms in mailing drawings should copy of requests be sent to them.

One set of tender documents (excluding drawings) may be reviewed in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (202-967-3602).

NATO research center seeks process computer

The director of the NATO Saclant ASW Research Centre, La Spezia, Italy, has issued Tender No. AC/9956/ for the supply of a process computer. The bid deadline is Dec. 15.

Copies of tender announcement and specifications are available by writing NATO, Saclant ASW Research Centre, Viale San Bartolomeo 92, La Spezia, Italy, or on a short-term loan basis to NATO qualified firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Only American firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested companies may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Algerian Ministry of Agriculture seeks terminal, hydrant supply

The Algerian Ministry of Agriculture and Agrarian Reform desires bids for the supply of terminals and hydrants as part of its tender series for equipment of the perimeter of Maghnia. The bid deadline is Oct. 27.

Interested companies can obtain detailed specifications from the Algerian Interests Section, Embassy of the Republic of Guinea, 2118 Kalorama Rd., NW., Washington, D.C. 20008 (202-234-7246).

The sealed tenders must be sent to Arrondissement du Genie Rural et de l'Hydraulique Agricole de Tlemcen, 39 Boulevard Mohammed V, Boite Postale 145. Tlemcen, Algeria, where the applicants can ask for the Book of Charges.

U.S. companies may bid on Brazilian steel towers

The Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) is seeking bids on the furnishing and delivery of 69 KV transmission lines steel towers. These towers are required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB. Financing for this purchase will be provided by the International Bank for Reconstruction and Development. The bid deadline is Oct. 20.

Tenders must be submitted in accordance with the instructions and specifications prepared by CAEEB and on forms provided by the organization. These items, which comprise the bid documents, are available in both English and Portuguese from CAEEB at the office of its Coordenador de Compras, Avenida Rio Branco, 135, 15° andar, ZC-00, Rio de Janeiro, GB, Brazil. These documents, which cost 90 cruzeiros per set in the two languages, will not be distributed after Oct. 10.

One set is available for office review in Room 4813, U.S. Department of Commerce, Washington, D.C. ★(202-967-3602).

World Trade Opportunities Continued through page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

203 Canning, preserving foods

20321—IRAN—Baby foods, foodstuffs. Quantities, specifications to be determined through direct correspondence. Mahmoud Rassoolzadeh (importer, distributor, agent, retailer), Takhte-Jamshid Ave. (West), Tavana St. 5-7, P.O. Box 660, Tehran. WTD 9/69.

204 Grain mill products

20422—SINGAPORE—Antibiotics and premix for manufacture of animal feed mash in form of feed supplements for poultry, pigs. HUI Shune Ming, Mgr., Singapore Fodder Co., Ltd. (manufacturer), 14 Upper Circular Rd., Singapore 1. WTD in preparation.

20460—ITALY—Maize and wheat starch; soluble starch. A.D.E.A. S.a.s. (distributor, manufacturer), Via Fiume 5, Busto Arsizio (Varese). WTD 6/69.

221 Broad woven fabric mills, cotton

22111—NIGERIA—Polyester blended yarns (65/35) 100,000 lbs. per month. Western Textile Mills Ltd. (importer, distributor, manufacturer), P.O. Box 2800, 9 Warehouse Rd., Apapa, Lagos. WTD in preparation.

22117—AUSTRALIA—Textile mill products—finished cotton broad-woven fabrics (made in weaving mills); specifically cotton and cotton brocade lengths in rolls for fabric trade. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

222 Broad woven fabric mills, manmade fiber, silk

22212—JAPAN—Glass fibre draperies, closeout or second grade. Bestsellers Ltd. (importer, distributor), 1 Tsunohazu 1-chome, Shinjuku-ku, Tokyo. WTD 10/68.

22218—AUSTRALIA—Textile mill products—finished manmade fiber, silk broadwoven fabrics made in weaving mills; specifically manmade synthetic, silk lengths in rolls for fabric trade. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

223 Broad woven fabric mills, wool

22312 — AUSTRALIA — Textile mill products—finished wool and worsted broadwoven apparel fabrics made in weaving mills; specifically wool and worsted lengths in rolls for fabric trade. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

224 Narrow fabrics, other smallwares mills

22411 — AUSTRALIA — Elastic narrow fabrics; specifically ½″ to 1″ widths, for apparel, notion trades. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

225 Knitting mills, products

22560—AUSTRALIA—Lace (knit); including ornamental lace edging for lingerie and apparel; 36″ and 45″ rolls of lace fabric; elasticized lace as used in lingerie, corsetry. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

228 Yarn, thread mills, products

● **22800—BURMA**—One million lbs. of 1/40 combed cotton grey warp yarn including 5,000 lbs. dyed with vat brilliant green GG 2%, to be supplied in 5 equal shipments of 200,000 lbs. each. Bids to be mailed to the Chairman, Textile Mills, I.D.C., Thamain, Rangoon, Burma. The closing date for bids is Oct. 31. Tender documeats are available from the Office of Textiles, Room 5026, Department of Commerce, Washington, D.C. ★(202-967-5238).

22841—AUSTRALIA—Finished thread for use in the home; including manmade fiber thread, cotton, nylon and silk sewing thread, embroidery and hand-work cotton thread. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

239 Fabricated textile products

23963—AUSTRALIA—Miscellaneous fabri-

cated textile products; specifically braids and trimmings, ornamental, for ladies', children's wear; decorative trimmings and ribbons for apparel trade and notion trade; fabric interlinings, rolls. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

262 Paper mills

26210 — AUSTRALIA — Paper for use in preparation of dressmaking patterns, suitable for clothing, apparel manufacturing industries. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

281 Industrial chemicals

28134 — PARAGUAY — Refrigerants, air-conditioning fluids. Casa Bauza S.A. (importer, distributor, retailer), Casilla Postal 531, Asuncion. WTD 8/69.

28180 — GERMANY — Industrial organic chemicals, auxiliaries for cleaning agents, detergent products, cosmetics, pharmaceuticals, rubber processing chemicals. Krisch & Ott GmbH & Co. (importer, distributor, agent), Schillerstrasse 31, 6000 Frankfurt/Main. WTD 8/69.

28220—KOREA—Monthly requirements for: 6 M/T rubber accelerator; 18 M/T rubber antioxidant. Tong Shin Chemical Products Co., Ltd. (importer, manufacturer, exporter), I.P.O. Box 1389, Seoul. WTD 7/69.

282 Synthetic materials

28213—GERMANY—Polymers, copolymers. Krisch & Ott GmbH & Co. (importer, distributor, agent), Schillerstrasse 31, 6000 Frankfurt/Main. WTD 8/69.

28220—KOREA—Monthly requirements for: 350 M/T synthetic rubber; 1 M/T vinyl pigment; 100 M/T polyethylene; 100 M/T polystyrene; 2 M/T PVC resin. Tong Shin Chemical Products Co., Ltd. (importer, manufacturer, exporter), I.P.O. Box 1389, Seoul. WTD 7/69.

28220—TAIWAN—Synthetic latex emulsion. Zeng Jang Co., Ltd. (importer, laundry), 18 Lane 353, Lin Sen North Rd., Taipei. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—GERMANY—Surface active agents, emulsifiers. Krisch & Ott GmbH & Co. (importer, distributor, agent), Schillerstrasse 31, 6 Frankfurt/Main. WTD 8/69.

289 Chemical products

28911—ITALY—Glues and sizes. A.D.E.A., S.a.s. (distributor, manufacturer), Via Fiume 5, Busto Arsizio (Varese). WTD 6/69.

28950—KOREA—Monthly requirements for 270 M/T carbon black. Tong Shin Chemical Products Co., Ltd. (importer, manufacturer, exporter), I.P.O. Box 1389, Seoul. WTD 7/69.

28990—GERMANY—Fatty acids, mineral oil treating compounds. Krisch & Ott GmbH & Co. (importer, distributor, agent), Schillerstrasse 31, 6000 Frankfurt/Main. WTD 8/69.

291 Petroleum refining

● **29100 — BURMA** — 21,000 long tons of grade 80/100 asphalt and 2,000 long tons of grade 30/40 asphalt for Government of Burma. Bid deadline Nov. 10. Tender conditions and specifications available from Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3602) and U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. ★(415-556-5868).

33125—PAKISTAN—Copper coated steel wire for manufacture of gem clips, alpins and staples. Specification of wire: gem clip 20 BWG wire, tensile strength: 85/95 Kgs./sq.mm; paper clip 20, 21, 22 BWG wire, tensile strength: 75/85 Kgs/sq.mm; staple pin 22x26 SWG flat wire tensile strength: 65/85 Kgs/sq.mm. Binning & Co. (Pakistan) Ltd. (importer distributor, manufacturer, agent), 22 K. C. Dey Rd., P.O. Box 751, Chittagong. WTD 5/69.

33127—PORTUGAL—Cold-rolled stainless steel sheet and strip: second and in coils; types: AISA 302, 304, 316 and 430. TRANSOCOMERCIAL—Sociedade Importadora Exportadora Lda. (importer, distributor, agent, exporter), Rua Ponte Nova 70-2°, Oporto. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500 — BUENOS AIRES** — Supply of telephone cables. Budget is 150 million Argentine pesos financed by IDB loan. Bid deadline Oct. 28. Contact Commission Municipal de la Vivienda, Carlos Pelligrini 211, Buenos Aires.

342 Cutlery, hand tools, general hardware

34291—SINGAPORE—Marine towing device with fairlead and towing bridle. H. L. Chong, Purchasing Officer of Far East Ship Building Industries Ltd. (shipbuilder), 31 Shipyard Rd., Jurong Industrial Estate, Singapore 22. WTD in preparation.

349 Fabricated metal products

34940—GERMANY—High pressure expansion joints. Requests price quotations c.i.f. Hamburg or Bremen. Correspondence requested in German. HAWIKO, Hanf & Wink KG. (importer, distributor, manufacturer, exporter), 5608 Krebsoege, Postfach. WTD 9/69.

352 Farm machinery

35228 — NETHERLANDS — Farm silos, cattle feeding equipment, liquid manure, slurry pumps. Representations or manufacturing licenses requested for Netherlands, Belgium, France. De Erven G. de Boer N.V., (P. G. Prins) (importer, distributor, manufacturer), 1-7 Westerplantage, Leeuwarden. WTD 9/69.

355 Special industry machinery

35521—AUSTRALIA—Textile machinery—cutting room equipment; specifically equipment for shearing, strip cutting, slashing, measuring, notching, etc. and related cutting room equipment; hand punches for fabrics. Henmark International Sales (importer distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

35521—IRAN—Textile machinery, equipment for spinning, weaving cotton, viscose yarns. Specifications, quantities to be determined through direct correspondence. Foroughbakhshe Spinning & Weaving Co. (importer, distributor, manufacturer), 172 Poshte Masjed Sepah-Sallar, Tehran. WTD 9/69.

35521—TURKEY—Machinery for manufacture of wool rugs. Gumussuyu Yun Iplik Fabrikasi (manufacturer), Topkapi Maltepesi, Istanbul. WTD in preparation.

35595—PAKISTAN—Machinery for packing with aluminium-paper foil (U.S. type) for 20 cigarettes in each pack with capacity of 200 packs per minute; cellophane wrapping machinery for these cigarettes packs with capacity of 200 packs per minute; hook-up device to link cigarette packing machine with cellophane wrapping machine. M. F. Hussain, Chief Officer, Industrial Development Bank of Pakistan (Engineering Dept.) (quasi-government agency), Kandawalla Bldg., Corner of Garden and Bunder Rd., Karachi.

317 Handbags, personal leather goods

31710—ISRAEL—Ladies' evening handbags and purses (with matching gloves) of leather, other materials; personal fancy leather goods, novelties. MANSFILM Ltd. (importer, agent, exporter), 32 Allenby St., P.O. Box 4916, Tel Aviv. WTD in preparation.

321 Flat glass

32110—NETHERLANDS—Hardened, wire, ornamented, plate and other flat glass, insulating double glass paneling. Direct purchase, agency or representation; sales territory Western Europe. Van den Hurk's Glas- en Verfindustrie N.V., Attn: R. Siemerink (distributor, grinder, installer), 72-78 Willemstraat or P.O. Box 641, Eindhoven. WTD 8/69.

329 Abrasive, asbestos, nonmetallic mineral products

32962—GERMANY—Acoustical boards and tiles, of mineral wool or other mineral material. Preferably from supplier willing to place consignment stock in Germany for which financial guarantees are offered. Quotations c.i.f. German seaport preferred. Neue Baustoffe Hoting & Co.—NEBA—Akustik (importer, wholesaler), Beim Industriehafen 55, POB 6036, 23 Bremen 13. WTD 3/69.

331 Steel mill products

● **33100—BURMA**—Mild steel round bars, ½" diameter in standard lengths of 20 to 22 feet, of certain specifications, 1,000 long tons. Tender #002/T/CONST./PWC/69-70; bid deadline Nov. 11. Galvanized mild steel welded wire mesh (square) size 8' x 12' x 2" x 2" x 8 S.W.G.—10,000 sheets. Tender #003/T/CONST./PWC/69-70; bid deadline Nov. 12. Public Works Corp., Rangoon. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2364).

● **33100—GREECE**—Steel beams—3,000 KG of I beams and 2,000 KG of H beams; 13,500 KG of medium steel block angles of various sizes; 1,000 KG of galvanized steel angle size 1½" x 1½" x 3/16"; Tender #52201/5/69; bid deadline Oct. 15. Hellenic Navy

Command, Athens. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2364).

33122—GUATEMALA—Steel billets, 90x90 mm., square, 20 ft. long, ASTN-A-15 structural grade. ACEROS de Guatemala (manufacturer), 33 Calle 24-65, Zona 12, P.O. Box #600, Guatemala City. WTD 8/69.

33125—GUATEMALA—Steel wire, 5.5, 6.0 and 7.5 mm., suitable for making nails, staples, similar articles. ACEROS de Guatemala (manufacturer), 33 Calle 24-65, Zona 12, P.O. Box #600, Guatemala City. WTD 8/69.

358 Service industry machines

35857 — PARAGUAY — Components, accessories for air-conditioning, refrigeration equipment. Casa Bauza S.A. (importer, distributor, retailer), Casilla Postal 531, Asuncion. WTD 8/69.

361 Electric transmission, distribution equipment

● **36100 — ARGENTINA** — Supply 2 each 9,500 KW synchronous generators driven by hydraulic turbines, partially financed by Inter American Development Bank, budget for project is approximately $253,000 (U.S.) Tender No. 68/69, bid deadline Nov. 10. Specifications available for approximately $63.00 (U.S.) from Agua y Energia Electrica, Av. Corrientes 531, 2° Piso, Buenos Aires, Argentina.

● **36100—BRAZIL**—Supply 7 each diesel electric generators; 4 each 750 KVA and 2 each 375 KVA Transformers. Tender No. 003/69, bid deadline Oct. 15; estimated value $250,000 (U.S.) Centrais Electricas do Para S.A.—CELPA, Avenida Governador Jose Malcher 1670, Belem, Para, Brazil (a Mixed Capital Co.). One copy of specifications in Spanish is available for reference only, not for loan, from the Power & Electrical Equipment Division BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230, ★(202-967-4241) also a copy available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

● **36100—GREECE**—Supply 1 each motor generator set, 200 KVA remote control operation. Tender No. 52260-2-69, bid deadline Oct. 15. The Hellenic Navy, Cmd., D3-I Paparigopoulou Street, Athens, Greece. One copy of specifications available for reference only, not for loan from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (202-967-4241). Also copy available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (415-556-5868).

● **36100—MALAYSIA**—Supply 1 each 30 M.V. generating unit for first extension of Prai Power Station, partially financed by IBRD loan. Tender No. 1840/15, bid deadline Nov. 11. Messrs. Preece, Cordew & Rider, Paston House, 165-167 Preston Rd., Brighton, BNI 6AF, Sussex, England. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241), also copy available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **36100—NEW ZEALAND**—Supply of one digital voltmeter able to measure AC and DC voltages from 0 to 1000 volts with ranges in decade steps, with input impedance not less than 10M ohms for DC ranges and 1M ohm/75 PF for AC ranges. Tender No. FSQ 7089, bid deadline Oct. 22. Requested by Stores Manager, New Zealand, Forest Service, Private Bag, Wellington, New Zealand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

● **36100 — NEW ZEALAND** — Supply 1 each pulse generator Tender No. FSQ-7090. Bid deadline Oct. 22. Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, ROOM 4124, Department of Commerce, Washington, D.C. ★(202-967-4241); also for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

● **36100 — NEW ZEALAND** — Supply 1 each regulated D.C. power supply to Specification T-78. Tender No. FSQ-7091. Bid deadline Oct. 22. Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Tender No. FSQ-7091, bid deadline Oct. 22. Specifications available from the Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. ★(202-967-4241); also for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (415-556-5868).

● **36100—NEW ZEALAND**—Supply and delivery of one electrical system network analyzer, direct current type, to be used to study load current flow and fault current flow in the Wellington Municipal Electricity Department's 11 kv and future 33 kv electricity supply networks. Tender No. contract No. 796; bid deadline Nov. 4. Requested by The Town Clerk, P.O. Box 2199, Wellington, New Zealand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

● **36100—PERU**—Supply switchboard and switchgear apparatus for the Hydro plant at Matucana. Bid deadline Nov. 7. Services de Compras, Oficina 306, Veracruz 261, Casilla 1384, Lima, Peru. Financing by loan 511-PE of World Bank. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(202-967-4241). Also copy available for review at Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

36133—ITALY—Miniature synchronous time switches with or without spring reserve. Fasoli P. I. Giuseppe (importer, agent), Corso Taranto 208, 10154 Torino. WTD 9/69.

362 Electrical industrial apparatus

36220 — ITALY — Working hour counters. Fasoli P. I. Giuseppe (importer, agent), Corso Taranto 208, 10154 Torino. WTD 9/69.

364 Non current carrying wire devices

● **36400—THAILAND**—Supply 4,000 each 25 KV spacer for all aluminum spaced aerial cable, No. 2 AWG., Tender No. MEA-PSD-173; bid deadline Nov. 7. Purchase and Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2, Thailand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. ★(202-967-4241), also for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

369 Electrical machinery, equipment, supplies

36911 — TAIWAN — Sodium-sodium sulfide storage batteries. H. Y. Li, Deputy Dir., Union Industrial Research Institute (government agency), P.O. Box 100, Hsinchu.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.
ATLANTA, GA., 30303, 4th Floor, Home Federal Bldg., 75 Forsyth St. NW. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitz-Gerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, Room 710, 147 Jefferson Ave. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

371 Motor vehicles, motor vehicle equipment

37141 — COLOMBIA — Spare parts, accessories for automotive vehicles. Sidauto S.A. (importer, distributor, retailer), Carrera 27 No. 12-51, Bogota. WTD 9/69.

37141—PARAGUAY—Motor vehicle parts, accessories; new and rebuilt. Felix H. Centurion (importer, distributor, retailer), Calle Luis A. de Herrera y Antequera, Asuncion. WTD 8/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—NEW ZEALAND**—Supply of one combined distortion factor meter/Millivoltmeter for telecommunications laboratory use, to measure total harmonic distortion and AC voltage levels over the frequency range 30 Hz to 20 kHz, with meter input impedance not less than one megohm resistive with shunt capacitance not exceeding 60 pF. Tender No. FSQ 7075, bid deadline Oct. 22. Requested by the Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Terms and Specifications available on loan from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

38220—ITALY—Room thermostats with hour incorporated. Fasoli P. I. Giuseppe (importer, agent), Corso Taranto 208, 10154 Torino. WTD 9/69.

384 Surgical, medical, dental instruments

● **38400—ETHIOPIA**—Supply of 485 items in quantities of up to 10,000 units of surgical, medical, and hospital instruments, supplies, and equipment, including also plastic and rubber goods. Tender No. 26, bid deadline Oct. 16. Requested by the Buying Committee, Central Medical Stores Corporation, P.O. Box 976, Addis Ababa, Ethiopia. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(415-556-5868).

396 Costume jewelry, novelties, buttons, notions

39610—ISRAEL—Costume jewelry, costume novelties, ornaments of all materials; imitation jewelry, vanity cases, compacts, miscellaneous notions. MANSFILM Ltd. (importer, agent, exporter), 32 Allenby St., P.O. Box 4916, Tel Aviv. WTD in preparation.

39630—AUSTRALIA—Buttons; specifically sew-on type made of metal, plastic, fabric covered, wood, bone and hoof, vegetable ivory, leather and pearl or shell, etc. Interested particularly, though not exclusively, in high quality buttons of 'exotic' design for ladies' apparel; plastic press studs for apparel. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

39642 — AUSTRALIA — Fasteners buckles, clasps, studs, similar notions; specifically metal buckles for wearing apparel, including those covered with fabric or other material; clasps, including those used for fastening waistband of men's trousers, and those used for fastening bikini tops at mid-back; plastic press studs for apparel; snap fasteners, sew-on and other types, for apparel. Henmark International Sales (importer, distributor), 1 Towri Close, St. Ives, Sydney, N.S.W. 2075. WTD 8/69.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

262 Paper mills

26212—ITALY—Printing paper. Rag. Carlo Mosca (distributor), Via Figino 107, Pero, Milan. WTD 8/69.

263 Paperboard mills, products

26311 — ITALY — Unbleached kraft linerboard. ORIE—Organizzazione Rappresentanze Industrie Estere di Michele Harari (agent), Galleria Unione 5, Milan. WTD 6/69.

281 Industrial chemicals

28123—PARAGUAY—Caustic soda (solid, drums; soap, textiles). La Hanseatica Paraguaya S.A.C.I. (importer, distributor, agent), Casilla Postal 1316 Asuncion. WTD 8/69.

28153—ITALY—Organic pigments for paint industry. SUPERCOLORI, S.p.A. (distributor), Via Domenichino 38, 20149 Milano. WTD 8/69.

28161— ITALY — Inorganic pigments for paint industry. SUPERCOLORI, S.p.A. (distributor), Via Domenichino 38, 20149 Milan. WTD 8/69.

28162 — ITALY — Inorganic pigments for paint industry. SUPERCOLORI, S.p.A. (distributor), Via Domenichino 38, 20149 Milan. WTD 8/69.

28196—ITALY—Fused aluminum silicate. SUPERCOLORI, S.p.A. (distributor), Via Domenichino 38, 20149 Milano. WTD 8/69.

28199 — NETHERLANDS — Bromoform technical and USP, iodine technical and USP, iodides technical and USP. Fasting & Co. N.V., Mr. O. E. Rakemann (importer, distributor), 2 A Oranjestraat, The Hague. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

28518—NETHERLANDS—Chemical products for home maintenance such as metal sash putties, paint removers, crack fillers, metal repair, aluminum paint, anti-rust primer, bathtub caulk, wall moist-insulator. Exclusive agency. Agentuur & Commissiehandel Themans; Attn: M. J. Themans (importer, agent), P.O. Box 115, Zutphen. WTD 10/68.

289 Chemical products

28993—SWITZERLAND—Water treating compounds, boiler, softening compounds. Belco Sanitaere Apparate AG (importer, distributor), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

291 Petroleum refining

29110 — NETHERLANDS — Paraffin wax, microcrystalline wax, petroleum jelly. Fasting & Co. N.V., O. E. Rakemann (importer, distributor), 2 A Oranjestraat, The Hague. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32950—ITALY—Filler kaolin, coating kaolin for paper industry. W. Pauly & Co. (distributor), Via Vittor Pisani 5, 20124 Milan. WTD 7/69.

343 Heating apparatus, plumbing fixtures

34331—NETHERLANDS—Heavy duty rotary oil burners for horticultural use (greenhouse farming). Exclusive agency for E.E.C. countries. N.V. Stookunie-Delft, Attn: H. J. H. Goossens, Gen. Mgr. (importer, distributor), 14 Abtswoudseweg, or P.O. Box 221, Delft. WTD 8/69.

349 Fabricated metal products

34944—FRANCE—Valves (from one in. to 8 in.) with fluorocarbon resins lining for corrosive chemical liquid. INTERFRANCE (agent), 4 rue Marechal Dodde, C.E.D.E.X. 154, 38 Grenoble-Gare. WTD 9/69.

355 Special industry machinery

35512—GERMANY—Bakery machines, other food processing machines. Hartmut Mueller (importer, distributor, agent), Am Forsthaus 3, 6229 Schlangenbad-Georgenborn. WTD 9/69.

358 Service industry machines

35853 — SWITZERLAND — Mechanical drinking water coolers, complete water cooling systems for household use. Belco Sanitaere Apparate AG (importer, distributor), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

35890—SPAIN—Car washing machines, all types. Louis M. D'Onofrio (agent), Hurtado de Mendoza, 7, Madrid (16). WTD 9/69.

35892—SWITZERLAND—Household water softeners, filters, conditioners, semi-automatic, automatic. Belco Sanitaere Apparate AG (importer, distributor), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

361 Electric transmission, distribution equipment

36113 — GERMANY — Electrical, electronic measuring, controlling instruments. METEK, Mess- und Regeltechnik, Barth KG (importer), 11 Geleitstrasse, 6053 Obertshausen. WTD 9/69.

363 Household appliances

36392 — SWITZERLAND — Manufactured

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

gas water heaters for bathroom, kitchen use. Belco Sanitaere Apparate AG (importer, distributor), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

365 Radio, television receiving sets

36512—SOUTH AFRICA—Household television receivers. Initially sole franchise for South Africa, ultimate aim to manufacture under principal's license. Bakker & Steyger Furniture Manufacturers (Pty.) Ltd. (distributor, manufacturer), P.O. Box 20, Lansdowne, Cape Province. WTD 9/69.

371 Motor vehicles, motor vehicle equipment

37141—PAKISTAN—Parts and accessories for motor vehicles especially for army vehicles. Requests catalogs, quotations c.&f. Karachi. S. S. Haji Abdul Kader (agent), 47 New Cloth Market, Dunolly Rd., Karachi. WTD 7/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38216—GERMANY—Mechanical measuring, controlling instruments. METEK, Mess- und Regeltechnik, Barth KG (importer), 11 Geleitstrasse, 6053 Obertshausen. WTD 9/69.

384 Surgical, medical, dental instruments

38410—PERU—Artificial mitral and aortic valves used in surgery. Philips Medica S.A. (agent), Philips Medica S.A., Nazca 704, Apartado 2769, Lima. WTD 9/68.

38430—ITALY—Dental equipment, supplies. Ivan M. Ilic (importer, wholesaler), Via Francesco Sforza 19, Milan. WTD 1/69.

394 Toys, amusement, sporting goods

39410—ITALY—Toys (mechanical, electrical, kits, hobbies). Sticktoy di R. Malavasi (importer), Via Pistrucci 5, 20137 Milan. WTD 8/69.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—J. Alder and W. L. Stephenson, Export Sales Manager, Hall Sandford & Co. Pty. Ltd., P.O. Box 19, Kingswood, S.A. 5062 (manufacturers, distributors of dairy products, stock feeds) **interested in expanding distribution of food products and specialties through direct distribution by firm's truck fleet and refrigerated vans and by expanding manufacturing facilities into other appropriate fields** which would profit by firm's distribution structure through joint venture or licensing agreements. Sept. 25 via San Francisco for 30 days. Itinerary: San Francisco 9/25-10/18 c/o Australian Trade Commissioner, 1 Post St., San Francisco, Calif. 94104, Denver, Sioux Falls, Chicago 10/6-9 c/o Howard Johnson Motor Lodge, North Park Ridge, Chicago, Ill., Indianapolis, Minneapolis, San Francisco, Los Angeles, Honolulu. WTD 9/69.

AUSTRALIA—Desmond Westlake and Harry J. Mills, Pitt Corp. (1968) Pty. Ltd., 68 St. George's Terrace, Perth, W.A., (land purchase, housing and urban development), **interested in establishing joint development ventures or equity arrangements with interested U.S. firms and institutions and requesting technical information concerning American regulations and laws governing overseas investments, transfer of capital and U.S. land development methods.** Sept. 30 via Los Angeles for 2 weeks. Itinerary: Los Angeles, 10/9-11 San Francisco c/o Mark Honkins Hotel, New York c/o Americana Hotel. WTD in preparation.

AUSTRIA—Josef W. Schindler, Josef Schindler & Son (Josch Mobel-Interjosch), Sagedergasse 50, A-1125 Vienna, **interested in establishing contact with manufacturers of prefabricated housing, curtain walls, roofing, doors, windows, other parts for prefabricated housing units; trailers or mobile homes; built-in kitchens; electronic data processing equipment for small to medium size enterprises employing staff up to 200 workers; woodworking machinery for furniture manufacturers and requesting technical information concerning manufacture in single operation of laminated kitchen counter tops with molded edge bands.** Sept. 17 via New York for 4 weeks. c/o Austrian Trade Delegate, Midwest Office, Dr. Heinrich Hirnschrodt, 332 S. Michigan Ave., Suite 1401-2, Chicago, Ill. 60604. Itinerary: wherever necessary in Middle West and Eastern Seaboard cities. WTD in preparation.

CHILE—David Montane V., Sociedad Beneficiadora del Mar Ltda., Augustinas 1185, Oficina 95, Santiago, **interested in exporting oysters to U.S., and in U.S. equipment for extraction, transport, freezing, smoking, etc. of oysters and requesting technical information on above equipment and oyster breeding techniques.** Oct. 8 via Miami for 3-4 weeks. c/o U.S. Dept. of Commerce Field Offices en route. Itinerary: Miami, San Francisco, Chicago, Biloxi, Miss., New York, New Orleans, Seattle, cities in Virginia. WTD in preparation.

ECUADOR—Cesar Merino B., representing his own firm, P.O. Box 6985, Guayaquil, **interested in importing beef cattle and obtaining agencies from general merchandise suppliers.** Sept. 18 via Miami for 1 mo. c/o Ecuadorean Consulate General, 25 S. E. Second Ave., Miami, Fla., 33131. Itinerary: Miami, Chicago, Florence, Ala., Memphis, Miami. WTD in preparation.

FRANCE—Damien Mulliez, marketing director, and Serge Ledrut, Assistant Marketing Director, Filature Saint-Lievin. Boite Postale 53, 59 Wattrelos, **interested in meeting U.S. manufacturers of knitted outerwear, U.S. yarn spinning mills, U.S. factories specializing in finishing, dyeing and printing outerwear, and requesting technical information on treatment of wool yarn and manmade fibers used in knitting industry.** Oct. 14 via New York through Oct. 29. c/o Hohenberg Co. Inc., 1412 Broadway, New York, N.Y. 10018. Itinerary: New York, Boston, Washington, Greensboro and Charlotte, N.C., Atlanta, Nashville, Cincinnati, Rochester, N.Y. WTD 1/69.

FRANCE—Jean Tourdjman, Laboratoires Coupin, 83 route de Rouen, 95 Pontoise, **interested in importing new U.S. pharmaceutical products for distribution in France and requesting technical information on marketing and sales of drugs.** Oct 8 via New York for 8 days. c/o Hotel Statler Hilton, Seventh Ave. & W. 33 St., New York, N.Y. 10001. Itinerary: New York, possibly Boston and Philadelphia. WTD 9/69.

INDIA—Sanjoy Sen, managing director, Sen Raleigh Ltd., Mercantile Bldg., Lall Bazar St., Calcutta 1, West Bengal, **interested in exporting from U.S. special steel and in importing to U.S. engineering goods, bicycles, electronic goods, chemicals.** Oct. 7 via Chicago for 2 weeks. c/o C. A. Angres & Co., Inc., 386 Park Ave. S., New York, N.Y. 10016. Itinerary: Chicago, New York, San Francisco. WTD 6/68.

ISRAEL—Gideon Hessel, electrical engineer and partner, Valent & Hessel Consulting Engineers, 11 Horeb St., Haifa, **interested in electrical industrial equipment and in contacting U.S. manufacturers to establish representation or licensing agreements and obtain know-how.** Sept. 25 via New York for approx. 1 mo. c/o Zeev Yehoshua, Bldg., 43, 1104 Ninth St., Albany, Calif. 94710. Itinerary: New York for 2 weeks, Los Angeles and San Francisco for 2 weeks, other cities as needed. WTD in preparation.

NEW ZEALAND—Ian W. McKinnon, chairman, International Airport Committee, and Edward A. Flynn, General Manager, Auckland Regional Authority, Regional House, 121 Hobson St., Auckland 1, Postal address: Private Bad, Auckland, **interested in investigating rapid rail transit systems and subways, installations, operations and fare collection, international airport layout and organization and association with these areas of industrial parks operating as foreign trade zones, airport passenger and luggage handling systems.** Oct. 2 via New York for 27 days. c/o A. Graham, District Sales Manager, Air New Zealand Ltd., 27th floor, 245 Park Ave., New York, N.Y. 10017. Itinerary: 10/2-6 New York, 10/6-9 Washington, D.C., 10/9-10 Cleveland, 10/10-15 Canada, 10/15-17 Seattle, 10/17-20 San Francisco, 10/20-23 Los Angeles, 10/23-28 Honolulu.

PAKISTAN—Nisar Ahmad Ratcher, Staple Sports, Dodby Dr., Mianapura, Sialkot, West Pakistan, **interested in importing into Pakistan football bladders, plywood, nylon gut, stainless steel and in meeting U.S. importers of sporting goods.** Oct. 6 via New York for 4 mos. c/o R. E. Ratcher, 225 E. Twenty-third St., New York, N.Y. 10010. Itinerary: New York, Jenkentown, Pa.; Philadelphia; Chicago; cities in Massachusetts and California; North Kansas City, Kansas, Portland, Seattle. WTD in preparation.

SOUTH AFRICA—P. de Haas, director, Carst & Walker Textiles, Johannesburg, **interested in agencies for South African distribution of U.S. textile wastes, acetate filament yarns, fabrics for curtaining, upholstery, ladies' fashions.** Sept. 30 via New York for approx. 1 mo. c/o Harrisons and Crosfield, Suite 1266, 230 Park Ave., New York, N.Y. 10017, (202-684-4115). Itinerary: 9/30-10/15 New York, 10/16-18 American Textile Machinery International Exhibition, Greenville, S.C. WTD in preparation.

SWEDEN—Eskil Schollin, E. Schollin & Co. Aktiebolag, Djursholmsvagen 79, Nasbypark, S-183 51 Taby, **interested in locating additional sources of supply for U.S. lumber, particularly hickory dimension stock for tool handles and skis, balsa for ski production, black walnut for furniture industry and requesting technical infor-**

mation on above. Oct. 8 via Chicago for approx. 5 weeks. Itinerary: U.S. Dept of Commerce Field Offices—by 10/8 Chicago, Memphis before 10/14, Columbus, Missouri c/o Main Post Office before 10/17, Jacksonville, Fla. before 10/25. WTD under revision.

TURKEY—Yilmaz Poda and Necmettin Oztemir, representing Gumussuyu Yun Iplik Fabrikasi, Topkapi Maltepesi, Istanbul, **interested in importing U.S. machinery for manufacture of wool rugs.** Oct. 12 via New York for approx. 3 mos. c/o George Rieger, Remington Rand Office Equipment, Sperry Rand Bldg., 1290 Avenue of Americas, New York, N.Y. 10019. Itinerary: New York, Washington, D.C., Greenville, S.C., Atlanta. WTD in preparation.

TURKEY—Bulent Zafir, Mansur Zafir & Sons Co. Ltd., Sair Esref Sokak No. 18/1, Bankalar, Karakoy, Istanbul, **interested in purchasing U.S. machinery for processing aluminum ingots into sheet, foil, and structural shapes.** Oct. 1 via New York for 2 weeks. c/o Cruse Moss, Kaiser Jeep International, Toledo, Ohio 43601. Itinerary: New York, Los Angeles, Toledo, Miami. WTD in preparation.

Greek Navy issues tenders for equipment

The Greek Navy Command, Logistics Branch, has issued Tender No. 52239 for the supply of IFF (SIF) transponders. The bid deadline is Oct. 15.

Bids should offer 12 IFF (SIF) MK X Equipment for installation on small ships, complete with installation materials and instruction manuals. Copies of the tender announcement and specifications are available from the Royal Greek Embassy, Naval Attache, 2228 Massachusetts Ave., NW., Washington, D.C. 20008, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Prospective tenderers for Copeton Dam project invited to register

The Secretary, Water Conservation and Irrigation Commission, Box 2708, GPO Sydney, New South Wales 2001, is inviting firms to register as prospective tenderers for the Copeton Dam project.

The work involves: excavation and construction of a 357-feet high compacted earth and rockfill dam with a crest length of 4,790 feet and containing 11.3 million cubic yards of fill; excavation and construction of a 432-feet wide, partially-lined spillway on the right abutment involving 700,000 cubic yards of excavation and 57,000 cubic yards of concrete; two major diversion channels cut in rock involving 830,000 cubic yards of excavation; outlet works comprising a diversion tunnel, intake structure, steel penstock, and valve complex.

Closing date for receiving applications is Oct. 14. Applications must be on a form obtainable from the Water Conservation and Irrigation Commission or from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3602). A registration fee of 500 Australian dollars must accompany the application.

Copies of a brochure on the project are also available from the above sources.

SHAPE asks automatic data processing bids

SHAPE invites bids for the purchase and installation of automatic data processing equipment to provide data management, simulation, and other services in support of SACEUR, to be located at Casteau, Belgium. The estimated cost is $1 million.

The tender number is (IFB)69-06 PS/MED, and the bid deadline is Dec. 15. Only prequalified suppliers from NATO countries are eligible to submit quotations. Firms interested in receiving the terms and specifications should contact: Supreme Headquarters Allied Powers Europe (SHAPE), Purchasing and Contracting Officer, ACE Communications and Electronics Division, SHAPE, B-7010, Belgium.

A copy of the tender documents is available for review only, but not for loan, at the Scientific and Business Equipment Division, BDSA, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450, Golden Gate Ave., San Francisco, Calif. 94102. ★(Telephone: 415-556-5868).

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

New Zealand issues tenders on a closed circuit TV system

The Auckland Hospital Board has issued Tender No. S 3019 for the supply and installation of a closed circuit television system. The bid deadline is 12 a.m. Oct. 13.

Bids should offer closed circuit television along with associated audio equipment for the transmission of information for instructional purposes and video tape recording facilities.

Copies of tender announcement and specifications are available from the Supply Officer, Auckland Hospital Board, Wellesley and Kitchener Streets, Auckland 1, New Zealand or on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

DAHOMEY—Specifications are being drawn up and will be made available to firms capable of **furnishing the textile machinery necessary for equipping an already built plant,** including spinning, weaving, and finishing machines, the power plant, and any needed auxiliary equipment, such as air conditioning. The mill is to process 2000 tons of cotton a year with 16,000 spindles and 320 looms. The project could involve up to $8 million. The Government of Dahomey will own 25% of the plant; the other 75% by individuals. U.N. financing might be involved.

The project represents an excellent opportunity for U.S. firms to demonstrate their technological superiority in machines and processes. Interested U.S. firms should contact Direction des Affaires Economiques, Attention: Ihab Ascar, Ministry of Economy and Finance, Cotonou, Dahomey.

HONDURAS—Bids for the construction of a **"turn-key" iron and steel project** at Agalteca, Honduras, have been received from: Ashemore, Benson, Pease Co. Ltd. of England; DEMAG of West Germany; ENSID of France in consortium with Voest of Austria. Three engineers, two Honduran and one Mexican, were named to evaluate the three bids. Independently, Altos Hornos de Mexico, is also evaluating the bids. A meeting will take place sometime in October to receive the report of the engineers. Presumably, the winning bid will be selected shortly thereafter. The "turn-key" bids and related financing are understood to be valid for one year.

KUWAIT—The Ministry of Public Works estimates that tendering for **construction of the Mubarak al-Kabir Hospital (1,200 beds), including purchase of medical and hospital equipment,** will begin within 6 to 12 months. The contract should be worth about KD12,000,000 (KD 1 = $2.80). The Swedish firm AB Uniconsult of Stockholm won the design consultant contract many months ago. The design is basically complete and is being reviewed by the Kuwait Ministries of Health and Public Works.

Tendering for **design of the Fahaheel Hospital** (600 beds), should begin within 12 months, value estimated at KD6,000,000.

PHILIPPINES—Marinduque Mining & Industrial Corp., Ledesma Bldg., Sta. Lucia and Anda Streets, Intramuros, Manila, has been awarded the right of exploit Parcel II of the Surigao laterite deposits. The firm has established a mining camp on Nonoc Island and is now doing preliminary exploration and testing on the site. Plans have been made to construct a fully integrated nickel plant on the island with a capacity of 50 million pounds per year. Bechtel Corp. is doing a feasibility study on the civil engineering aspects.

Preliminary plans include **building an airstrip, a company town, roads, and a port, as well as the processing plant.** Operation of the plant is tentatively scheduled for 1972 or 1973 depending on when construction starts.

New Books and Reports

Reprints of Brazilian business articles available

During this year Brazil's highly-regarded Getulio Vargas Foundation has published a number of English-language articles of possible interest to U.S. businessmen in its monthly magazine, *Conjuntura Economica*. A limited number of free reprints of any of the following articles may be obtained from the American Republics Division, Bureau of International Commerce (BIC-886), Department of Commerce, Washington, D.C. 20230.

The following articles are available: Automobile industry results; Tenth industrial survey; Supermarkets and superettes; How the value added tax affects prices; Sao Paulo housing program; Shopping centers—solution to a difficult problem; Coastwise trade; Labor market in the southern states; Non-residential construction in the northeast; Rice culture in Rio Grande do Sul; Industrial survey—objectives and methods; National Housing Bank—retrospective study; Brazilian tobacco production; Labor and wages in Minas Gerais; Sao Paulo subway—financial aspects; 11th industrial survey—manufacturing industry results; Labor in the Northeast; and the Sugar industry.

***How Shippers Can Save Dollars.* By Henry Wegner. Published by *Distribution Manager*, Philadelphia. Vol. 68. May 1969. pp. 53-57. Tearsheets free, limited supply.**

In this report case studies of incorrect rate applications are cited. Suggestions are made for eliminating or avoiding similar mistakes.

Write: *Distribution Manager*, Chestnut and 56th Sts., Philadelphia, Pa. 19139.

***Integrated Transport Systems: A Factor in Trade Expansion.* Published by *The OECD Observer*. No. 39. Apr. 1969. pp. 15-18. 75 cents.**

This report discusses advantages and drawbacks of an integrated transport system and suggests solutions. It notes that the European Conference of Ministers of Transport is assembling data that will ensure the cooperation necessary to avoid diseconomies. Tables and illustrations support the study.

Write: The OECD Observer, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

***Private Enterprise in the Developing Countries.* By David B. Zenoff. Published by Prentice-Hall, Inc. 1969. 282pp. $5.95.**

Based on case studies and interviews, this book is intended to supplement standard texts on economic development, international business management and public sector policymaking.

Because there are an infinite number and variety of business situations in a study of this subject, only a limited number of related topics are covered. Those included are: the influence of the environment of developing nations on business problems and opportunities; government policy and influence on private enterprise; and role and possible consequences of private foreign involvement.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

New Latin law journal treats trade, investment

Lawyer of the Americas, a new journal being published three times a year, has included in its first two issues several articles analyzing areas that influence international business.

Topics included in these editions are: "The U.S. Department of Commerce: Friend of the Foreign Trader," by Walter Buchdahl, former official in the U.S. Departments of Commerce and Treasury, with specialization in problems of foreign trade and investment; "The Caribbean Free Trade Association," by Richard L. Abbott, formerly with Federal Maritime Commission; and "Inter-American Commercial Arbitration," by C. R. Norberg, formerly with Office of Assistant Secretary of State for Public Affairs and Executive Office of the President.

The journal is published by The Institute for Inter-American Legal Studies, University of Miami School of Law, in cooperation with the Inter-America Bar Assn., and the International Law Society, University of Miami School of Law. The annual subscription rate is $6. **Write:** *Lawyer of the Americas*, School of Law, University of Miami, Coral Gables, Fla. 33124.

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitors Export Market Guides *(for Trade Center Shows): Madrid, Spain*—Food Processing, Refrigeration and Air Conditioning Equipment, March 2-7, 1970, IMIS—69-73. 10 cents.

Tehran, Iran—U.S. Industrial Machinery, May 16-21, 1970, IMIS—69-78. 10 cents.

London, England—Packaging Equipment and Materials, Pakex '70, June 22-26, 1970, IMIS—69-79. 10 cents.

World Markets for U.S. Exports: Construction Equipment in Sweden, IMIS—69-128. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***New Directory of the Italy-America Chamber of Commerce.* Published by Italy-America Chamber of Commerce, Inc., New York. 344pp. $15.**

The Italy-America Chamber of Commerce recently published the 1969-1970 edition of its Trade Directory. The Directory contains a list of chamber members, as well as a list of U.S. importers of Italian commodities, and Italian exporters represented in the U.S.

The Directory also contains other useful data on taxes and investment.

Write: Italy-America Chamber of Commerce Inc., 350 Fifth Ave., New York, N.Y. 10001.

***Petroleum Refineries in Canada.* Published by Mineral Resources Branch, Department of Energy, Mines and Resources, Ottawa. 1969. 32pp. 50 cents.**

The purpose of this annual survey is to give salient data on Canada's petroleum refineries including types and operating capacities of major processing units, plans for expansion, and petroleum products manufactured. Statistical data, tabulated and charted, are also included.

Write: Publication Distribution Office, Mineral Resources Branch, Department of Energy, Mines and Resources, Ottawa, Canada.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—392 309/15

Calendar *for international traders*

ATLANTA—Oct. 14—Fourth of seven consecutive Tuesday Export Workshops, Business Administration Bldg., Georgia State University, 6:30-9 p.m. Sponsors: Commerce Field Office, International Trade Assn. of Atlanta in cooperation with Georgia State University.

BALTIMORE—Oct. 15—Second of six consecutive Wednesday International Marketing Workshops, University of Baltimore, 7-9 p.m. Sponsors: Commerce Field Office, Maryland Port Authority and REEC in cooperation with University of Baltimore.

BOSTON—Oct. 16—Export Documentation and Proposals Workshop, 505 JFK Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

CHICAGO—Oct. 13—Principles and Techniques of Exporting, 1848 La Salle Bank Bldg., 6-8 p.m. Sponsor: International Trade Club of Chicago.

CHICAGO — Oct. 20-21 — Businessmen's Consultation, **Donald C. Ide, commercial attache, transferring from Beirut to Hong Kong.** Sponsor: Commerce Field Office.

CLEVELAND—Oct. 22—Basic Export Workshop. Sponsor: Commerce Field Office.

DAYTON, O. — Oct. 15 — Dayton World Trade Committee, monthly meeting, Henrici's Restaurant, luncheon 12 noon. Sponsors: Dayton Area Chamber of Commerce, World Trade Committee.

DOYLESTOWN, PA.—Oct. 16—International Trade Development Assn., of Bucks County, Conti's Cross Keys Inn, monthly dinner meeting 5:30 p.m. Speaker: Sankarshan Prasad, assistant treasurer, Fidelity Bank, Philadelphia, "Business Opportunities in India."

FORT SMITH, ARK.—Oct. 21—Export Workshop, Town & Country Restaurant. Sponsors: Commerce Field Office, REEC.

HONOLULU—Oct. 15—Export-Import Workshop, 286 Alexander Young Bldg., 10 a.m. Sponsors: Commerce Field Office, SBA.

INDIANAPOLIS—Oct. 14—First of ten consecutive Tuesday International Trade Seminars, Purdue University, 8-10 p.m. Sponsors: Commerce Field Office, Indiana Chamber of Commerce, World Trade Club of Indiana, Purdue University, Indiana University.

KANSAS CITY—Oct. 14—Meeting for Exporters on Canadian Markets, Top of the Tower, 911 Main, 6 p.m. Sponsors: Commerce Field Office, REEC, International Trade Club.

LOUISVILLE — Oct. 16 — Export Workshop of the Louisville Area Chamber of Commerce, 300 West Liberty St., 3-5 p.m. Sponsors: Commerce Field Office, REEC, Kentuckiana World Commerce Council.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

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Washington, D.C. 20230.

MEMPHIS—Oct. 15—Forum on Central America, Sheraton Motor Inn. Sponsors: Commerce Field Office, Mid-South Exporters' Roundtable.

MIAMI—Oct. 15—Export Financing and Credit Guarantees, 821 City National Bank Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC.

NEW ORLEANS—Oct. 15—Export Managers' Club of New Orleans, Plimsoll Club, International Trade Mart. Speaker: **Roderick M. Gillies, Office of Field Services, Department of Commerce.**

NEW YORK—Oct. 16—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m. Chairman: Herman M. Beltzer, director, treasury services, Revlon, Inc.

NEW YORK—Oct. 21—International Trade Seminar, Belmont Plaza Hotel. Sponsors: Commerce Field Office, Purchasing Management Assn.

PHILADELPHIA—Oct. 16—International Advertising Assn., Philadelphia Chapter, Penn Athletic Club, dinner meeting 6 p.m.

PHOENIX—Oct. 16—Export Workshop, 5413 Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

PORTLAND, ORE.—Oct. 15—Export Meeting, Sheraton Hotel, 12 noon. Speaker: Dr. George Kohlik, director special services, international department, National Assn. of Credit Management, "International Trade and Foreign Collections." Sponsor: Oregon Assn. of Credit Management.

RICHMOND—Oct. 22-24—21st Annual Virginia Conference on World Trade, "Profits Through International Trade," Hotel John Marshall. Sponsor: Virginia State Chamber of Commerce and others.

ST. LOUIS—Oct. 21—"Show You" Export Workshop on Documentation, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, World Trade Club, Chamber of Commerce.

SAN FRANCISCO—Oct. 13-17—"The High Technology Firm in International Operations," theme of seminar for engineering and related technology firms operating abroad. Sponsor: University of California, Berkeley.

SAN FRANCISCO—Oct. 15—Sources of International Marketing Data Seminar, 9207 New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

SEATTLE—Oct. 14—Banking and Insurance for Exporters, 8021 Federal Office Bldg., 10 a.m.-12 noon. Sponsor: Commerce Field Office.

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